



# Salesforce

**ADM-211**

**Administration Essentials for Experienced Admin (SU21)  
QUESTION & ANSWERS**

# **Salesforce**

## **Exam ADM-211**

### **Administration Essentials for Experienced Admin**

Version: Demo

**[ Total Questions: 10 ]**

**Topic break down**

<b>Topic</b>	<b>No. of Questions</b>
<b>Topic 1: Volume A</b>	<b>1</b>
<b>Topic 2: Volume B</b>	<b>2</b>
<b>Topic 3: Volume C</b>	<b>4</b>
<b>Topic 4: Volume D</b>	<b>3</b>

## Topic 1, Volume A

### Question No : 1 CORRECT TEXT - (Topic 1)

You can provision multiple Sandbox orgs.

**Answer: A**

Explanation/Reference: There are 3 different types of sandboxes:

1. Production
2. Configuration
3. Developer

## Topic 2, Volume B

### Question No : 2 - (Topic 2)

What is the number one predictor of successful change management?

- A. Cleansed Data
- B. Correct License selection
- C. Executive Sponsorship
- D. Defined Sales Process

**Answer: C**

**Explanation:** Executive Sponsorship

### Question No : 3 CORRECT TEXT - (Topic 2)

What are 4 common Challenges to going global?

**Answer:** 1. Intl BU's & IT operating autonomously  
2. Mix of English & native language  
3. Immature sales processes  
4. No Common platform

### Topic 3, Volume C

#### Question No : 4 - (Topic 3)

What feature is NOT customizable under the Setup/Develop menu?

- A. Pages
- B. Components
- C. Apps
- D. Apex Classes

**Answer: C**

#### Question No : 5 - (Topic 3)

Which permission must a user have to trace in real-time using the system log?

- A. "View All Data" permission
- B. "Manage Users" permission
- C. "Manage Call Center" permission
- D. "View Encrypted Data" permission

**Answer: A**

#### Question No : 6 - (Topic 3)

What are the four pillars of Sales force Success?

- A. Apps, Force.com Platform, Community, App Exchange
- B. Apps, Force.com Platform, Community, Ideas
- C. Force.com Platform, Community, Ideas, App Exchange
- D. Apps, Community, App Exchange, Ideas

**Answer: A**

**Question No : 7 - (Topic 3)**

What cannot be customized in Content?

- A. Search Layouts
- B. Half-life
- C. Page Layout
- D. Communities

**Answer: C**

**Topic 4, Volume D**

**Question No : 8 - (Topic 4)**

Universal container wants to implement a system. There are specific unique values that needs to be related to objects. What is best way to implement it?

- A. Create a custom object and create lookup from other object to it .
- B. Create multiple unique pick list values.

**Answer: A**

**Question No : 9 - (Topic 4)**

Which element would you use to route the flow differently based on whether the customer is interested in the product promotion, shipping promotion, or not interested?

- A. Step
- B. Screen
- C. Decision
- D. Assignment

**Answer: C**

**Question No : 10 - (Topic 4)**

A Sales force object can exist independent of an application.

- A. True
- B. False

**Answer: A**