

# 60 Salesforce Admin interview questions to ask candidates

## Questions

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1. How would you explain Salesforce to someone who has never heard of it before?
2. What's the difference between a Role and a Profile in Salesforce?
3. Can you explain the concept of Governor Limits in Salesforce?
4. How would you approach data migration from a legacy system to Salesforce?
5. How do you ensure data security in Salesforce?
6. How would you improve Salesforce adoption in an organization?
7. Can you describe what a Salesforce object is and provide examples of standard and custom objects?
8. How do you create a report in Salesforce, and what are the different types of reports available?
9. What is a workflow rule in Salesforce, and can you explain how it works?
10. Explain how you would handle duplicate records in Salesforce.
11. What are validation rules, and why are they important in Salesforce?
12. Can you explain the difference between a queue and a public group in Salesforce?
13. How would you customize a page layout for a specific user profile?
14. What steps would you take to create a new user in Salesforce?
15. How do you track changes to records in Salesforce?
16. Can you explain what a Salesforce App is and how it can be used?
17. How would you approach creating a dashboard for your team?
18. What is the role of the AppExchange in Salesforce?
19. Can you describe how to utilize Chatter within Salesforce for team collaboration?
20. What are some best practices for managing data in Salesforce?
21. How can you implement different languages in Salesforce for a global team?
22. Can you discuss the importance of field-level security in Salesforce?
23. What is the role of a sandbox in Salesforce, and when would you use it?
24. How would you approach training new users on Salesforce?
25. What tools or methods would you use to gather feedback from users about Salesforce?
26. Can you explain the concept of Lightning components in Salesforce?
27. How would you troubleshoot a report that is not displaying the expected data?
28. Can you explain the concept of 'Record Types' in Salesforce and how they are used?
29. How do you manage changes and deployments in Salesforce?
30. What techniques do you use to ensure data integrity in Salesforce?
31. How would you handle a scenario where multiple users need to access and modify the same records simultaneously?
32. What strategies do you use to improve the performance of a Salesforce instance?
33. How do you approach user access and permissions management in Salesforce?
34. Can you describe a time when you had to troubleshoot a complex issue in Salesforce? What was your approach?
35. How do you ensure compliance with data privacy regulations in Salesforce?
36. What methods do you use to integrate Salesforce with other systems?
37. How do you keep up with Salesforce updates and new features?
38. How do you handle the integration of Salesforce with other third-party applications, and what challenges have you faced?
39. Can you explain the difference between a permission set and a profile, and when you would use each?
40. What strategies do you implement to optimize the performance of Salesforce and reduce latency?
41. Describe a time when you had to customize Salesforce to meet unique business needs. What was your approach?
42. How would you manage and maintain large data volumes in Salesforce without affecting system performance?
43. What techniques do you use to monitor and analyze user adoption and engagement in Salesforce?
44. Can you walk us through the process of creating a custom Lightning component?
45. How do you stay informed about Salesforce releases and updates, and how do you ensure your team is prepared for changes?
46. Can you discuss your experience with Salesforce Communities and how you've used them to enhance user experience?
47. How would you approach developing a strategy for backup and disaster recovery in Salesforce?
48. What methods do you use to troubleshoot and resolve issues related to data import and export in Salesforce?
49. How do you approach creating and managing custom objects and fields in Salesforce to fulfill business requirements?
50. Can you explain how to implement and use Salesforce Flow for automation?
51. What steps do you take to ensure proper change management when deploying updates or new features in Salesforce?
52. Describe a situation where you had to educate stakeholders about new Salesforce functionalities. How did you handle it?
53. Can you explain what a 'Sandbox' is in Salesforce?
54. What is the purpose of 'Custom Objects' in Salesforce?
55. What is the difference between a 'Lookup Relationship' and a 'Master-Detail Relationship' in Salesforce?
56. Can you explain what 'Salesforce Lightning' is and its benefits?
57. What are 'Permission Sets' in Salesforce and how do they differ from Profiles?
58. What is 'AppExchange' in Salesforce, and how can it benefit an organization?
59. Can you explain what 'Data Loader' is in Salesforce and its use cases?