ADM-201: what the exam actually weights now

Salesforce refreshed the Administrator blueprint effective 15 December 2025. Two domains most people over-study got smaller, one brand-new domain appeared, and the biggest domain is no longer the one you think. 60 scored questions, 105 minutes.

1 · The weighting change

Domain	Was	Now	~Qs	Shift
Data and Analytics Management	14%	**17%**	10	**+3**
Configuration and Setup	20%	**15%**	9	**-5**
Object Manager and Lightning App Builder	20%	**15%**	9	**-5**
Automation	16%	**15%**	9	**-1**
Sales and Marketing Applications	12%	**10%**	6	**-2**
Service and Support Applications	11%	**10%**	6	**-1**
Productivity and Collaboration	7%	**10%**	6	**+3**
Agentforce	--	**8%**	5	**NEW**

The short version. Configuration & Setup and Object Manager were 40% of the exam between them. They are now 30%, about six fewer questions. That weight moved to Data & Analytics (now the single largest domain at 17%), Productivity & Collaboration (up by nearly half), and Agentforce, which did not exist before and is now roughly five questions. If your study material still says 'Configuration & Setup 20%', it predates December 2025 and it is pointing you at the wrong six questions.

2 · Study order, heaviest first

17% Data and Analytics Management	Report types, cross filters, bucket fields, dynamic dashboards, Data Loader vs Import Wizard.
15% Configuration and Setup	OWD, role hierarchy, sharing rules, profiles vs permission sets, FLS.
15% Object Manager and Lightning App Builder	Master-detail vs lookup, record types, Dynamic Forms, page layout vs FLS.
15% Automation	Flow types (before/after-save, scheduled, screen), approval processes, when to use which.
10% Sales and Marketing Applications	Lead conversion, price books, duplicate/matching rules, campaign hierarchy.
10% Service and Support Applications	Case assignment vs escalation, business hours, entitlements, Omni-Channel, Knowledge.
10% Productivity and Collaboration	Chatter group privacy levels, tasks vs events, global actions, email templates.
8% Agentforce	Topics vs Actions vs Instructions, agent permission sets, testing in conversation preview.

The 24 concepts people actually lose marks on

Weighting tells you where the questions are. It does not tell you why people miss them. These are the distinctions the exam repeatedly trades on, three per domain, ordered by domain weight.

Data and Analytics Management 17%

1. Import Wizard is capped at 50,000 records and a narrow object list, and it cannot hard delete. Data Loader can, on any object.
2. A custom report TYPE is a template defining available objects/fields. A custom report is one report built from it. The exam tests the difference.
3. Field History Tracking must be switched on per field, per object, and it is never retroactive. Turning it on today shows you nothing about yesterday.

Configuration and Setup 15%

1. Page layout is presentation, not security. Remove a field from the layout and it is still visible via reports, list views and the API unless FLS restricts it.
2. Sharing rules and permission sets only ever ADD access. Nothing you bolt on can drop a user below the org-wide default.
3. Role hierarchy is record visibility, not the company org chart, and 'Grant Access Using Hierarchies' can be unchecked on custom objects.

Object Manager and Lightning App Builder 15%

1. Only master-detail supports roll-up summary fields and cascades sharing/deletion. Lookup does neither.
2. You cannot convert lookup to master-detail while any record has a null in that field. Salesforce blocks it.
3. Compact layout (highlights panel and mobile card) is not the page layout. Scenario questions trade on the mix-up.

Automation 15%

1. 'Every night, across a batch of records' is a Scheduled-Triggered Flow, not a Record-Triggered Flow. There is no triggering record edit.
2. An approval step's approver can be dynamic, such as the record owner's manager. For org-wide policy scenarios that is usually the right answer.
3. Before-save flows touch only the triggering record and skip a second save. That is the whole reason to pick them over after-save.

Sales and Marketing Applications 10%

1. Web-to-Lead captures the lead. Assignment rules route it. They are two features and questions rely on you separating them.
2. Changing an Opportunity's record type can change the sales process, and therefore which stage picklist values exist on that record.
3. Campaign influence is not automatic. Attribution and time-decay depend on which model the org has configured.

Service and Support Applications 10%

1. Case assignment rules set the owner. Omni-Channel distributes work by real-time agent capacity and skill. Different mechanisms.
2. Escalation rules and entitlement milestones both compute against Business Hours. Get business hours wrong and both break.
3. Knowledge articles are not public by default. Data categories and publish/permission settings control who sees what.

Productivity and Collaboration 10%

1. Chatter group privacy does not share records. Chatter visibility and record sharing are entirely separate systems.
2. Public / Private / Unlisted: public is visible and postable, private is discoverable but members-only, unlisted is not discoverable at all.
3. Tasks have no start and end time. Events do. Scheduling questions hinge on exactly this.

Agentforce 8%

1. Agents are bound by the same permission and sharing model as any user context, mediated by the Einstein Trust Layer. They are not unrestricted.
2. 'The agent will not DO x' points at a missing or misconfigured Action. 'The agent will not DISCUSS x' points at Topic scope.
3. When an agent cannot see data, check that the topic/action is activated and that the agent's permission set grants the object and field access.

On the passing score: Salesforce's own guide has carried 65% for this exam, but you will see 68% quoted in circulation, including in older prep material. Treat the gap as noise and aim for 80%+ on practice sets; at 65% you only have 21 wrong answers to spend across 60 questions.

Made by PeteScribe. Free, no email required, no strings. adm201-cheatsheet.vercel.app. Built from our 27-page ADM-201 study guide; the numbers here were re-checked against the official Salesforce exam guide on 2026-08-03. Spot an error? Say so and it gets fixed.