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NEW QUESTION: 1

Cloud Kicks (CK) is partnering with a used shoe store and second-hand bicycle emporium. CK has an automated business process it wants to run once a week to count the number of open cases related to an account.

How should the administrator recommend automating this business process?

- A. Configure a scheduled flow in flow Builder.
- B. Set up a scheduled process in Process Builder.
- C. Create a workflow rule with an outbound message.
- D. Use a process to update the account when it is edited

Answer: C (LEAVE A REPLY)

NEW QUESTION: 2

Salesforce.com archives older activities according to which of the following conditions:

- A. Events with a due date greater than 365 days old
- B. Closed tasks with a due date greater than 365 days old
- C. Closed tasks without a due date that were created more than 365 days ago
- D. Open tasks with a due date greater than 365 days old
- E. Closed Events 180 days old

Answer: A,B,C (LEAVE A REPLY)

NEW QUESTION: 3

DreamHouse Reality needs to use consistent picklist value on a category filed on accounts and cases, with value respective to record types.

Which two features should the administrator use to fulfill this requirement?

Choose 2 Answers

- A. Custom Picklist
- B. Multi-Select Picklist

- C. Global Picklist
- D. Dependent Picklist

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 4

Which is a capability of the new Service Cloud console?

- A. It allows access to data by opening each record in a new window.
- B. It preserves the context of calls using primary tabs and subtabs.
- C. It allows agents to take notes in an interaction log while in a call.
- D. It provides data visibility by combining a list view and related records on one screen.
- E. It allows agents to view key record information in the highlights panel.

Answer: C,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 5

Where will a Campaign associated with a Lead be visible? Choose 2 answers

- A. Campaign Related List
- B. Opportunity Related List
- C. Campaign History Report
- D. Lead History Report

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 6

Custom formula fields can reference other custom formula fields including themselves.

- A. True
- B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 7

An administrator installed a managed package that contains a permission set group. The permission set group that was installed includes Delete access on several objects, and the administrator

needs to prevent users in the permission set group from being able to delete records.

What should the administrator do to control Delete access?

- A. Create a new permission set that has Delete access deselected for the objects.
- B. Create a new role that prevents Delete permissions from rolling up to the users.
- C. Use a muting permission set with a permission set group to mute selected permissions.
- D. Edit the profile for the users to remove Delete access from the objects.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

Is it possible for a user to see different Set of data in Report and in a Dashboard based on the same Report?

A. Yes

B. No

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 9

What do Business processes do?

A. Business Processes track sales, support, solution, cases

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

Author and the owner have same access to the document

A. False

B. Neither True nor False

C. True

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 11

Which definition best describes "accounts" and their relationships with other record types in SFDC?

A. Accounts are created after you have closed an opportunity or deal. An account must have a closed opportunity associated with it.

B. Accounts are the backbone of information and represent prospective, existing, and former customers. An account may have multiple opportunities

C. Accounts represent sales deals that your company is pursuing. An account may have only one opportunity associated with it.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 12

I can access a "list view" of records by clicking on the leads, opportunities, or accounts tabs. I can also filter my list views so I can see exactly what I need.

A. True

B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 13

Will data be lost in a Custom Field if Data Type is changed to Number from any other Data Type?

A. Yes

B. No

Answer: (SHOW ANSWER)

NEW QUESTION: 14

Once a field is hidden from a Profile using 'Field Level Security', a User associated to that Profile can still see the field using the following:

- A. List Views
- B. Search
- C. Reports
- D. None of the above, the user cannot see the field at all

Answer: D (LEAVE A REPLY)

NEW QUESTION: 15

What is true about Lead Assignment Rule?

- A. Contains Rule Entries, pre-defined business rules, that determine lead routing
- B. Virtual storage bin used to group leads based on criteria (e.g., industry, campaign)
- C. Users have visibility into the Lead Queues to which they are members
- D. Determines how Leads are automatically routed to User or Queue

Answer: (SHOW ANSWER)

NEW QUESTION: 16

You CANNOT delete standard fields but you can remove non-required standard fields from a page layout

- A. False
- B. True

Answer: B (LEAVE A REPLY)

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NEW QUESTION: 17

Editing Records: If I see a magnifying glass icon next to any field in SFDC, this means I can start typing into the field and matches will automatically appear to choose from. Or, I can click on the magnifying glass icon and look up data to fill the field with.

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 18

An administrator supporting a global team of salesforce users has been asked to configure company settings

Choose 2 options

- A. Default Language
- B. Currency Locale
- C. Login Hours
- D. Password Policy

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 19

Northern Trail Outfitters wants to encourage employees to choose secure and appropriate passwords for their Salesforce accounts.

Which three password policies should an administrator configure?

Choose 3 answers

- A. Number of days until expiration
- B. Maximum invalid login attempts
- C. Prohibited password values
- D. Password complexity requirements
- E. Require use of Password Manager App

Answer: A,B,D ([LEAVE A REPLY](#))

NEW QUESTION: 20

Documents count toward Data Storage.

- A. False
- B. True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 21

Folders are used to organize the following (choose all that apply)

- A. Email templates
- B. All of the above
- C. Reports
- D. Documents
- E. Dashboards
- F. None of the above

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 22

All of the following objects may have a queue EXCEPT

- A. Leads
- B. Cases
- C. Custom Objects
- D. Accounts

Answer: (SHOW ANSWER)

NEW QUESTION: 23

What is True about the Role Hierarchy

- A. Controls data visibility
- B. Not necessarily the company org. chart
- C. Controls Read / Write and Transfer Rules for each user
- D. Controls record roll-up forecasting and reporting

Answer: A,B,D (LEAVE A REPLY)

NEW QUESTION: 24

The User Interface Settings can be adjusted for individual users.

- A. True
- B. False

Answer: (SHOW ANSWER)

NEW QUESTION: 25

Can you uninstall an AppExchange application once it has been deployed?

- A. Yes
- B. No

Answer: A (LEAVE A REPLY)

NEW QUESTION: 26

An administration needs to store the ID of record type of later use in a flow.
Which kind of variable should the administrator use?

- A. Record variable
- B. Boolean variable
- C. Text variable
- D. ID variable

Answer: A (LEAVE A REPLY)

NEW QUESTION: 27

Dreamhouse Realty agents are double-booking open house event nights. The event manager wants to event submission process to help agents fill in event details and request dates. How should an administrator accomplish the request?

- A. Create a campaign for agents to request event dates.
- B. Create an approval process on the Campaign object.
- C. Create a workflow rule to update the Event Date Field.
- D. Create a sharing rule so that other agents can view events.

Answer: (SHOW ANSWER)

NEW QUESTION: 28

Which of following is granted by the Manage Territories Permission (Select all that apply)?

- A. Configure organization-wide territory management settings
- B. Add and remove users from territories
- C. Create and edit account assignment rules
- D. Create and Edit Forecasts
- E. Manually assign accounts to territories
- F. Create and edit territories

Answer: A,B,C,E,F (LEAVE A REPLY)

NEW QUESTION: 29

Which is a feature of combination charts? Choose 2 answers

- A. Add a third axis range to the chart
- B. Add a second axis range to a chart
- C. Display data from multiple reports in a chart
- D. Display more than one summary value in chart

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 30

Which statement is TRUE regarding Dynamic Dashboard:

- A. They are automatically created when you create a Custom Object
- B. They display the source report as you hover over a dashboard component
- C. They perform calculations that standard dashboards cannot
- D. They show data from the perspective of the logged-in user.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 31

Printable View does not Save all the report formatting.

- A. True
- B. False

Answer: (SHOW ANSWER)

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NEW QUESTION: 32

Salesforce is which of the following:

- A. Campaign Management
- B. Customer Support Management
- C. Salesforce Automation
- D. Marketing Management

Answer: B,C,D (LEAVE A REPLY)

NEW QUESTION: 33

A sales rep has left the company and an administrator has been asked to re-assign all their accounts

and opportunities to a new sales rep and keep the teams as is.

Which tool should an administrator use to accomplish this?

- A. Data Loader
- B. Dataloader.io
- C. Mass Transfer Tool
- D. Data Import Wizard

Answer: C (LEAVE A REPLY)

NEW QUESTION: 34

Which of the following records can not be mass transferred?

- A. Open Activities
- B. Open Cases
- C. Closed Activities
- D. Closed Cases

Answer: (SHOW ANSWER)

NEW QUESTION: 35

If a field on page layout is required and is read-only on FLS, what would the user experience on UI?

- A. The user is able to edit it but not able to save it
- B. The user is able to enter value because it is required
- C. The user is not able to see it

D. The user is not able to edit it because it is read only

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 36

Which of the following is true if you remove the "Read" permission from a users profile for a standard object?

A. Tabs of that object type will not be visible, Fields of that type will be visible on other tabs, related lists of that type will not be visible on other tabs, search results will not return records of that type, report data for records of that type will not be available, merge fields of that type will not be available, and custom links of that type will not be visible

B. Tabs of that object type will not be visible, Fields of that type will not be visible on other tabs, related lists of that type will not be visible on other tabs, search results will not return records of that type, report data for records of that type will not be available, merge fields of that type will not be available, and custom links of that type will not be visible

C. Tabs of that object type will be visible, Fields of that type will not be visible on other tabs, related lists of that type will be visible on other tabs, search results will not return records of that type, report data for records of that type will not be available, merge fields of that type will not be available, and custom links of that type will not be visible

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 37

Select the order in which the Workflow actions fire in Salesforce.

A. Email Alerts, Outbound Messages, Field updates

B. Field Updates, Outbound Messages, Email Alerts, Tasks

C. Apex before Triggers, Apex after Triggers, Workflow Rules

D. Field Updates, Tasks, Email Alerts, Outbound Messages

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 38

Which of the following statements is true about computer activation?

A. It is required to activate additional IP addresses for accessing SF.

B. It is required to access SF online.

C. It is required to identify regular SF users.

D. It is required for all IP addresses and browsers.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 39

You can use a Custom Lookup field to create a relationship between an opportunity and a contact.

A. False

B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 40

To log into the Data Loader, the IP address must be a trusted IP or the User must know their security token.

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 41

Manual sharing allows administrators to grant one-off access to individual records, users cannot grant this access even if they own the record.

- A. True
- B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 42

Sales reps at Northern Trail Outfitters have asked for a way to change the Probability field value of their Opportunities.

What should an administrator suggest to meet this request?

- A. Make the field editable on page layouts
- B. Create a custom field on Opportunity.
- C. Define a new Stage picklist value.
- D. Configure Forecasting support.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 43

Define the system Admin profile.

Answer:

"Super User" -

Can customize &
administrate the Org

NEW QUESTION: 44

What is the maximum length of a Text Area?

- A. 255
- B. 32000
- C. 3200

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 45

The Director of Sales wants a report that shows the trending performance of his sales reps. He would like to see the trend by month, with a review of the previous 6 months. Which report format would you use to create this custom report?

- A. The Tabular Report
- B. The Summary Report
- C. Matrix Report.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 46

Identify the true statements about the workflow approval process?

- A. Approvers can view an approval request from their home page
- B. When a record is submitted for approval the Admin can edit the record
- C. The approvers delegate can also approve a request
- D. You can forward an email approval request to another email address
- E. Approvers can only access an approval page from the application

Answer: A,B (LEAVE A REPLY)

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NEW QUESTION: 47

The support team has asked the System Administrator to automate the notification of a customer's support plan ending - they would like for the Customer Support Rep to receive an email 30 days before the Support Plan Expires (Support Plan Expiration Date is on the Account record). What will the system administrator do?

- A. Create an Apex trigger to fire 30 days before Support Plan Expiration Date and use an email action to notify the assigned Support Rep
- B. Create a workflow rule with a time-based trigger to fire 30 days before the Support Plan Expiration Date and use an email action to notify the assigned Support Rep
- C. This cannot be done
- D. Create a workflow rule with an immediate action to email the Support rep but with a due date of 30 days before the Support Expiration Date

Answer: B (LEAVE A REPLY)

NEW QUESTION: 48

A custom lead field can be mapped to:

- A. One account field
- B. One solution field
- C. One case comment
- D. Two contact fields

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 49

Which of the field types cannot be used as an External Id?

- A. Email Id Field
- B. Text Field
- C. Picklist Field
- D. Number Field

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 50

You can create a Lookup Relationship to link an object with itself.

- A. False
- B. True

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 51

Sales reps miss key fields when filling out an opportunity record through the process. Reps need to

move forward Win unable to enter previous stage.

Which three options should the administrator use to address this need?

Choose Three answers

- A. Enable guided selling.
- B. Use Flow to mark fields required.
- C. Configure Opportunity Path.
- D. Mark fields required on the page layout.
- E. Use Validation Rules.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 52

The system administrator needs to prevent telesales teams from logging into Salesforce outside of the office.

How will he/she do this?

- A. Setup | Security Controls | Network Access and specify the team's range of IP addresses

- B. There is not way to do this
- C. Add the range of IP addresses to the team's profile(s)
- D. Contact salesforce.com as this feature must be enabled

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 53

Custom Summary Formulas are:

- A. Formula Fields on Record Types
- B. Formula Fields which cannot be deleted
- C. Calculations on summary fields
- D. Formula Fields for Custom Objects

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 54

You must be a user of salesforce.com in order to Receive an email notification in the case escalation process:

- A. False
- B. True

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 55

Define the Marketing User Profile.

Answer:

Standard user
perm + can import
leads for the Org

NEW QUESTION: 56

Is the DataLoader Cloud based?

- A. No
- B. Yes

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 57

If I'm looking at a detail page, how do I know what record type it is?

- A. No
- B. Yes

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 58

What does a workflow approval process do?

Answer:

It electronically captures a business approval on a SF data record.

NEW QUESTION: 59

How many Roll Up summary fields can be created in the enterprise Edition on a Custom Object?

- A. 30
- B. 20
- C. 10
- D. No restriction on no. of Fields

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 60

A sales rep has a list of 300 accounts with contacts that they want to load at one time. Which tool should the administrator utilize to import the records to salesforce?

- A. Data Loader
- B. Manual Import
- C. Data Import Wizard
- D. Dataloader.io

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 61

Methods to automate leads?

Answer:

Web-To-Lead
Email Templates
Auto response rules

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NEW QUESTION: 62

Roll-up Summary fields and formula fields are always read only on detail pages and are available on edit pages.

- A. True
- B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 63

Can an end user import Members into a Campaign?

- A. True
- B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 64

Based solely on the role hierarchy a manager can do all of the following EXCEPT:

- A. View, edit, delete, and transfer his/her and his/her subordinates records
- B. Extend sharing on both his/her and his/her subordinate's records
- C. View all folders his/her Subordinate has access to, i.e., Reports, Documents, and Email Templates
- D. View records his subordinate does not own but can view

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 65

Which is true about a Chatter Plus user?

- A. Accounts, Contacts and up to 10 Custom objects only.
- B. It can access all that a Chatter Free user can, accounts and contacts and it can also access up to 10 custom objects only.
- C. Contents, Ideas, Answers, Accounts, Contacts, Chatter, Groups, People, Profiles tab and up to 20 Custom Objects
- D. .It can access all that a Chatter Free user can and it can also access up to 10 custom objects but not standard object.
- E. Contents, Ideas, Answers, Accounts, Contacts, Chatter, Groups, People, Profiles tab and up to ten Custom Objects only

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 66

The Call centre manager in Ursa Major Solar wants to provide agents with a case dashboard that can be drilled down by case origin, status and owner.

What should an Administrator add to the dashboard to fulfil the request?

- A. Dashboard Filter
- B. Combination Chart
- C. Bucket column

D. Dashboard component

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 67

A lead has been converted. Where can we find the campaigns associated with it? Select 2.

A. Campaign related list on account

B. Campaign history report

C. Campaign history list

D. Opportunity campaign related list

E. Contact campaign related list

Answer: D,E ([LEAVE A REPLY](#))

NEW QUESTION: 68

What can Delegated Admins do?

Answer:

View All &

Modify ALL Access by

Object

NEW QUESTION: 69

Customizable Forecasting is a prerequisite in order to enable territory management?

A. True

B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 70

Is it possible for users to override their own forecasts and forecasts for users below them in the forecast hierarchy?

A. Yes

B. No

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 71

Lookup relationship fields are available in Personal Edition

A. False

B. True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 72

When you define a Data Validation Rule, what must you also define?

Answer:

The error message.

NEW QUESTION: 73

The administrator at universal containers has a screen flow that helps users create new leads. When lead source is "Search Engine", the administrator needs to require the user to choose a specific a search engine from a picklist. If lead source is not "Search Engine", this picklist should be hidden.

How should the administrator complete this requirement?

- A.** Create a picklist for specific search engine, and set conditional visibility so that is only shown when lead source is "Search Engine".
- B.** Use an assignment element, one for when lead source is "Search Engine" and one for everything else.
- C.** Assign a decision element to direct the user to a second screen to hold specific search engine only when a lead source is "Search Engine".
- D.** Configure a picklist for specific search engine, and use a validation rule to conditionally show only when lead source is "Search Engine"

Answer: C (LEAVE A REPLY)

NEW QUESTION: 74

What is not true about sharing Rules?

- A.** U can edit the access levels for any sharing rule. You can change the specified groups / roles for the rule
- B.** When u delete a sharing rule, the sharing access created by that rule is automatically removed
- C.** When u modify which users are in a group rule, the sharing rules are re-evaluated to add/remove access as necessary.
- D.** Sharing rules open up access whereas org wide defaults restrict access
- E.** Sharing rules apply to all new and existing records owned by the specified role / group members

Answer: A (LEAVE A REPLY)

NEW QUESTION: 75

A Sales VP wishes to view Dashboard data by region within his territory - what feature will allow this?

- A.** Dashboard Snapshots
- B.** Dashboard Filters

- C. This is not possible
- D. Dynamic Dashboards

Answer: B (LEAVE A REPLY)

NEW QUESTION: 76

The VP of sales at Dreamhouse Realty has requested a dashboard to visualize enterprise sales across the different teams. The key place of data is the total of all sales for the year and the progress to the enterprise sales goal.

What dashboard component will effectively show this number and the proximity to the total goal as a single value?

- A. Stacked Bar
- B. Donut
- C. Gauge
- D. Table

Answer: (SHOW ANSWER)

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NEW QUESTION: 77

If a field is visible in the search layout but hidden for certain users via the field-level security settings then which of the following statement is true?

- A. The field will still be visible in search layout to all the users
- B. The field-level security overrides the search layout and the field will be hidden for those users
- C. The field-level security overrides the search layout and the field will be hidden for all users
- D. None of the above

Answer: B (LEAVE A REPLY)

NEW QUESTION: 78

How many app exchange apps can you install in PE?

- A. 15

B. 10

C. 5

D. 20

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 79

Escalation rules only run during the business hours with which they are associated?

A. True

B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 80

Users can be restricted to view a particular field in views, searches and reports by hiding the field at

A. User Profile

B. Page Layout

C. None of the Above

D. Field Level Security

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 81

Which are true about Trialforce Email Branding?

A. It is available only in Unlimited, Enterprise and Developer Editions

B. Trialforce Email Branding is automatically enabled for existing partners with Trialforce and when a new partner request Trialforce.

C. Trialforce Email Branding only applies to users who sign up for your application through Trialforce.

D. It allows you to modify system-generated emails so that they appear to come from your company rather than from Salesforce.com.

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 82

You can rename standard Tabs and Objects. 9962077244

A. True

B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 83

You can customize the Opportunity Stage History related list on an Opportunity Page Layout.

A. True

B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 84

Select the option that is NOT true of the "stay in touch" feature in SFDC:

- A. I can use this feature to update contact information in one click via email - this keeps my customer data up to-date.
- B. I can send single emails, or mass emails, to all of my existing accounts or prospects.
- C. It rubs my feet before I go to bed each night.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 85

Which of these has many-to-many relationship?

- A. Each solution can be associated with multiple cases and a case can be associated with multiple solutions
- B. Each solution is associated with one case, one case associated with only one solution
- C. Each solution can be associated with multiple cases, but a case can be associated with only one case
- D. Each solution is associated with one case, but a case can be associated with multiple solutions

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 86

Identify the statement that correctly defines data validation

- A. Data validation ensures the integrity of data when data is imported in SF
- B. Data validation ensures the integrity of data when data is exported in SF
- C. Data validation ensures the integrity of data after its saved in SF
- D. Data validation ensures the integrity of data before its saved in SF

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 87

Which of the following are standard Salesforce applications? (Select all that apply)

- A. Campaigns
- B. Call Center
- C. Ideas
- D. Administration
- E. Sales Center

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 88

Will users have to use their security token when logging into connect for outlook if their IP range has already been added to a trusted IP range?

- A. True
- B. False

Answer: B (LEAVE A REPLY)

NEW QUESTION: 89

Is it possible to have Sidebar search enabled with Global Search?

- A. Yes
- B. No

Answer: B (LEAVE A REPLY)

NEW QUESTION: 90

You can use cloud scheduler to send meeting invites to contacts or leads or person accounts you don't have visibility to.

- A. True
- B. False

Answer: B (LEAVE A REPLY)

You must have at least read access to the contacts, leads and person accounts that you request a meeting with.

NEW QUESTION: 91

Is it possible for a Page layout to be associated with a Record Type.

- A. True
- B. False

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 92

When is a workflow rule triggered?

- A. When a record that was closed now becomes open again
- B. When you are assign a record
- C. When it is edited to meet the rule trigger criteria
- D. When you delete a record

Answer: (SHOW ANSWER)

NEW QUESTION: 93

How many Solution records can be imported via Import Wizard?

- A. 5.000
- B. 50
- C. 50.000
- D. 500

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 94

YOU are working with a Professional Edition organization. They wish to install the Expense Tracker which requires the use of 4 custom tabs, 3 custom objects, and one custom app. If the company is already using 4 applications, 36 custom objects, and 7 custom tabs, what will happen when they try to install Expense Tracker?

- A. They will not be able to complete the installation process as they have reached the maximum number of custom tabs
- B. The installation will succeed, but only the reports,
- C. The installation will succeed
- D. They will not be able to complete the installation process as they have reached the maximum number of custom objects

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 95

If Custom Fiscal Years are enabled then you cannot use Standard Forecasting?

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 96

The sales manager at cloud Kicks approves time off for their employees. They asked the administrator to ensure these requests are seen and responded to by a backup manager while the sales manager is out on vacation.

What should administrator use to fulfill the requirement?

- A. Delegated approver
- B. Two step Approval process
- C. Approval history related list
- D. Delegated Administrator

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 97

All existing custom objects that were previously deployed will still be deployed when you upgrade a managed application.

A. False

B. True

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 98

You can map a custom lead field to only one of the following objects at a single instance (check all that apply)?

A. Contacts

B. Opportunities

C. Account

D. Cases

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 99

Which is a capability of the Cloud Scheduler? Choose 2 answers:

A. Allow a user to propose multiple meeting times

B. Custom brand different invitations per customer

C. Sync a Salesforce calendar with an Outlook Calendar

D. Automatic propose meeting times based on Salesforce user calendars

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 100

You can't package workflow rules with time triggers.

A. False

B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 101

In order to enable multi-currency feature in Salesforce, you must

A. You cannot enable this feature once you've implemented Salesforce.

B. Operate your business in at least two different countries

C. Contact Salesforce.com

D. Check the Enable Multi-currency checkbox in your Chatter profile

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 102

Will WF evaluate rules retroactively?

A. Yes

B. No

Answer: ([SHOW ANSWER](#))

Explanation

When a WF is created, SF will only evaluate the rule for records created / edited from that moment forward, it will not evaluate workflow rules retroactively. That's tasks/emails will not be created for existing records in the DB that already meet the criteria necessary for the rule to trigger.

NEW QUESTION: 103

Determine if the description is Master/Detail or Lookup: Lookup field on child is always required.

Answer:

Master/Detail

NEW QUESTION: 104

When would you choose to build a Public Group?

Answer:

To simplify the
number of sharing rules
built or when defining
folder or list view
access

NEW QUESTION: 105

Customer Portal users can view the tags section of a page, if it is included in a page layout.

A. True

B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 106

Cloud Kicks want to have consistency when communication with customers on cases. The company has requested messages to be sent in an email channel with categories to help search for the proper message.

which Solution Should be administrator suggest to meet this requirement?

A. Prebuilt Auto-Responses.

B. Prebuilt Flow Templates.

C. Prebuilt Email Templates.

D. Prebuilt Quick Texts

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 107

What are Public Groups?

Answer:

Sharing

between Users, other

Public Groups, Roles

and Roles/Subordinates

NEW QUESTION: 108

When a cloud kicks Opportunity closes, the company would like to automatically create a renewal

opportunity.

Which two automation tools should an administrator use to accomplish this request?

Choose 2 answers

A. Flow Builder

B. Approval Process

C. WorkFlow Rule

D. Process Builder

Answer: (SHOW ANSWER)

NEW QUESTION: 109

Select all which are true about Contacts Objects

A. One Account can have multiple Contacts

B. Has to be associated with an Account

C. One contact can belong to multiple Accounts

D. Can be associated with an Account

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 110

Auto response rules can be used to send an automated yet tailored response to customers based on the information they provide via the Web-to-lead form.

A. True

B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 111

Northern Trail Outfitters has hired interns to enter Leads Into Salesforce and has requested a way to identify these new records from existing Leads.

What approach should an administrator take to meet this requirement?

- A. Create a separate Lead Lightning App.
- B. Set up Web-to-Lead for the interns' use.
- C. Update the active Lead Assignment Rules.
- D. Define a record type and assign it to the interns.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 112

Cloud Kicks has a team of product owners that need a space to share feedback and ideas with just the product team.

How should the administrator leverage Salesforce to help the team collaborate?

- A. Add Activity History to document tasks.
- B. Configure a Chatter Public Group.
- C. Use Quick Actions to log communication.
- D. Create a Chatter Private Group.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 113

5 dynamic dashboards for Enterprise Edition

10 for Unlimited Edition

3 Developer Edition.

To create, edit, and delete dynamic dashboards: "Run Reports" AND "Manage Dynamic Dashboards" Which of the following events are allowed while writing a trigger on feeds item and feed Comment object?

- A. Insert, Update, Delete
- B. Insert, Undelete
- C. Insert, Delete
- D. Insert, Update
- E. Update, Undelete

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 114

Universal Containers (UC) has a queue that is used for managing tasks that need to be worked by the

UC customer support team. The same team will now be working some of UC's Cases.

Which two options should the administrator use to help the support team?

Choose 2 answers

- A. Configure a flow to assign the cases to the queue.
- B. Add Cass to the existing queue as available object.
- C. Create a new queue and add Cases as an available object.
- D. Use assignment rules to set the queue as the owner of the case.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 115

When setting up an user, the first name of the user is not required.

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 116

Which report format provides a tabular listing of data with sorting and subtotalling of said data.

- A. Tabular
- B. Matrix
- C. Summary

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 117

Which of the following special picklist fields are not available for record types because they're used exclusively for sales processes, lead processes, support processes, and solution processes

- A. Opportunity Stage
- B. Solution Status
- C. Case Status
- D. Lead Status
- E. Case Origin

Answer: A,B,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 118

Users at Cloud Kicks are reporting different options when uploading a custom picklist on the Opportunity object based on the kind of opportunity.

Where Should an administrator update the option in the picklist?

- A. Fields and relationships
- B. Related lookup filters
- C. Picklist value sets
- D. Record Type

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 119

What needs to be specified to schedule a Report?

- A. Frequency
- B. Date Range
- C. Location
- D. Objects

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 120

What objects in the Org Wide Defaults allow you to do a public read/write/transfer?

Answer:

Leads and
cases

NEW QUESTION: 121

An administrator is planning to use Data Loader to mass import new records to a custom object from a new API.

What will the administrator need to do to use the Data Loader?

- A. Reset their password and their security token.
- B. Add a permission set that allows them to import data.
- C. Append their security token at the end of their password to login.
- D. Use the Data Import Tool to mass import custom object records.

Answer: A ([LEAVE A REPLY](#))

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NEW QUESTION: 122

You can create the following Email Template Formats: Choose 4

- A. Text
- B. Custom HTML
- C. Visual Force
- D. HTML with Letterhead
- E. XML Templates

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 123

What are the opportunity defaults when converting a lead to an opportunity?

- A. None of the above
- B. User defines amount, close date, and stage upon conversion
- C. Stage defaults to first option in the picklist, close date defaults to 3 months from conversion date, and amount defaults to blank
- D. Stage Defaults to first option in the picklist, close date defaults to the last day in the quarter, and the amount defaults to blank

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 124

Which of the following is not a Standard Salesforce.com Application?

- A. Community
- B. Sales
- C. Marketing
- D. Call Center
- E. Service

Answer: E ([LEAVE A REPLY](#))

NEW QUESTION: 125

Which of the following are possible with a Master-Detail-Relationship (Multiple Correct Answers):

- A. You can create a Master-Detail Relationship between two standard objects?
- B. You can create a Master-Detail Relationship between two Custom Objects?
- C. You can create a Master-Detail Relationship field on a Custom object that references as a Standard Object

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 126

Cloud Kicks is working on a better way to track its product shipments utilizing Salesforce. Which field type should an administrator use to capture coordinates?

- A. Custom address
- B. External lookup
- C. Geofence
- D. Geolocation

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 127

A company that uses custom fiscal year: A standard forecast option is unavailable. Administrator will have to build a custom forecast for the same.

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 128

Roles are available in Personal and Group edition

- A. False
- B. True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 129

Workflow rules can't be triggered by campaign statistic fields, including individual campaign statistics and campaign hierarchy statistics.

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 130

To prevent a user from logging into the Salesforce org outside normal business hours, the System Administrator would do this in:

- A. The role hierarchy
- B. Network settings
- C. The user's profile record
- D. None of the above
- E. The user record

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 131

Identify the correct statement from the given list.

- A. Lookup fields affect security
- B. Lookup field link two objects
- C. Lookup fields can be used to delete an object
- D. Lookup fields change the record ownership

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 132

What is the Impact on a User of the Organization level Locale Changes?

- A. The default Locale of the user is also set to the new Organization Level locale
- B. The User is asked for a Choice; if he would like to choose New Organization Locale or his own Locale
- C. No Impact on the User as he keeps using his own default Locale

D. From a new session, user will see everything in the New Organization Locale

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 133

Which of the following profile permissions will enables the User to edit any record, regardless of the Sharing Model?

- A. Customize Application
- B. None of the Above
- C. View Setup and Configuration
- D. Modify All Data
- E. View All Data

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 134

Sales reps at AW Computing need assistance from product managers when selling certain products.

Product managers do not have access to Opportunities but need to gain access when assisting on a specific deal. How can the system administrator accomplish this?

- A. Enable account teams and allow users to add the product manager
- B. Notify the product manager using opportunity update reminders
- C. Enable sales teams and allow users to add the product manager
- D. Use similar opportunities to show opportunities related to the product manager

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 135

You can create Custom Summary Formulas based on Custom Formula Fields.

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 136

When you transfer an Account which of the following objects are automatically transferred?

- A. Attachments, notes, open activities, open opportunities owned by the current account owner
- B. Contacts (on business accounts only), attachments, notes, open activities, open opportunities owned by the current account owner
- C. Contacts (on business accounts only), attachments, open opportunities owned by the current account owner
- D. Contacts (on business accounts only), attachments, notes, open activities

Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 137

Which of the following cannot be on the controlling side of the Dependent Picklist?

- A. Multi Select Picklist
- B. Custom Picklist
- C. Standard Picklist
- D. Checkbox

Answer: A (LEAVE A REPLY)

NEW QUESTION: 138

How many workflow rules can you create per entity?

- A. 10
- B. 25
- C. 20
- D. 15

Answer: B (LEAVE A REPLY)

NEW QUESTION: 139

Which of the following Email Template cannot be used to send a mass email?

- A. Custom HTML
- B. Visual force
- C. Text
- D. HTML with Letterhead

Answer: B (LEAVE A REPLY)

NEW QUESTION: 140

What is a Dashboard made of?

- A. Tables
- B. Charts
- C. Gauges
- D. Summary Reports

Answer: A,C,D (LEAVE A REPLY)

NEW QUESTION: 141

The events manager at dream house realty has a hot lead from a successful open house that needs to become a contact with an associated opportunity.

How should this be accomplished from the campaign keeping the associated campaign member history?

- A. Convert the lead from the campaign member detail page.
- B. Delete the lead and create a new contact and opportunity.
- C. Add a contact from a campaign member detail page.
- D. Clone the lead and convert the cloned record to a contact.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 142

The Account Access, Contact Access and Opportunity Access options depend on your sharing model

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 143

What is the maximum length of any auto-number field?

- A. 60
- B. 20
- C. 30
- D. 50
- E. 40

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 144

Will two different users get the same search results on searching for a common keyword?

- A. Yes
- B. No

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 145

You will need a security token to access Salesforce via (choose all that apply)

- A. Salesforce for Outlook
- B. All of the above
- C. Import Wizard
- D. Data Loader

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 146

Universal Containers (UC) customers have provided feedback that their support cases are not being responded to quickly enough. UC wants to send all unassigned Cases that have been open for

more than two hours to an urgent Case queue and alert the support manager.

Which feature should an administrator configure to meet this requirement?

- A. Case Dashboard Refreshes
- B. Case Assignment Rules
- C. Case Scheduled Report
- D. Case Escalation Rules

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 147

What can users do when Chatter feed tracking is enable for dashboards? Choose 2 answers.

- A. Auto-follow dashboards created by the user.
- B. Follow files and links for a dashboard.
- C. Follow posts and comments for a dashboard.
- D. Follow posts and comments for the dashboard source reports.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 148

Limitation for an organization related to triggers?

Answer:

SF limits the number of time triggers an organization can execute per hour. The limits are as follows:

Developer Edition: 50

Enterprise Edition: 500

Unlimited Edition: 1000

NEW QUESTION: 149

Name the benefits of the cloud computing model?

- A. No capital expense
- B. Modest operating expense
- C. Elastic
- D. Multi-tenant
- E. Scales with your business
- F. Pay-as-you-go

Answer: A,B,C,D,E,F ([LEAVE A REPLY](#))

NEW QUESTION: 150

How many Solution records can be imported via Import Wizard?

- A. Solution Records cannot be imported via Import Wizard
- B. 50.000
- C. 500
- D. 5.000

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 151

Which two solutions could an administrator find on the AppExchange to enhance their organization?

Choose 2 answers

- A. Consultants
- B. Customers
- C. Components
- D. Communities

Answer: C,D ([LEAVE A REPLY](#))

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NEW QUESTION: 152

Which statement about custom summary formulas is true?

- A. Custom summary formulas can be used in a report built from a custom report type
- B. Reports can be grouped by a custom summary formula result
- C. Custom summary formulas can reference a formula field within a report
- D. Custom summary formulas can reference another custom summary formula

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 153

Regardless of what language is selected on the user record, all online help is displayed in the organization default language.

- A. True

B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 154

What is parallel approval Routing?

- A.** When you can mass assign your locked records to users in your same Role
- B.** The ability to send approval requests to yourself multiple times, so you can approve a record
- C.** The ability to take back approval requests once you have sent them
- D.** The ability to send approval requests to multiple approvers in a single step

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 155

Workflow rules on custom objects are automatically deleted if the custom object is deleted.

- A.** True
- B.** False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 156

Why are Sharing Rules used?

Answer:

To open up
access to records you
wouldn't naturally get
through Organization
Wide

Defaults and RoleHierarchy. They are the exceptions to the Organization Wide Defaults.

NEW QUESTION: 157

Is it possible to report on the converted Leads?

- A.** No
- B.** Yes

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 158

What is Not True About Formulas Select the correct choice?

- A.** Fields that are used in formulas cannot be deleted
- B.** Can reference standard, custom, or other formula fields
- C.** You cannot use Case statement in a Formula Field
- D.** Formulas cannot reference themselves

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 159

The Sales manager at DreamHouse Realty wants the sales users to have a quick way to view and edit the Opportunities in their pipeline expected to close in the next 90 days.

What should an administrator do to accomplish this request?

- A.** Create a list view on the Opportunity object and recommend users switch the view to Kanban to edit by drag and drop.
- B.** Make a new Sales dashboard and add a component that shows all opportunities that meet the criteria.
- C.** Create a custom report and schedule the sales users to receive it each day as a reminder to update their opportunities.
- D.** Enable Sales Console and show users how to open a tab for each opportunity in the pipeline that meets the requirements.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 160

What is Force.com Platform? Choose 3 answers:

- A.** Modify the applications to meet your needs - (No- Coding)
- B.** Group standard and custom tabs into new custom applications
- C.** Customize standard applications provided by Salesforce.com or build their own on-demand applications
- D.** Point-and-click customization tool
- E.** Customize, integrate and create enterprise applications as a service and without software.

Answer: B,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 161

The number of calculated values per report:

- A.** 6
- B.** 5
- C.** 2
- D.** 15
- E.** 10
- F.** 20

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 162

Which of the following is not a Roll Up summary field operation?

- A.** Average
- B.** SUM
- C.** MIN
- D.** MAX

E. COUNT

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 163

The formula editor may be used all of the following places EXCEPT:

- A. S-Control
- B. Formula Field
- C. Default values on Standard Fields

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 164

Which of the following are true about Master/Detail relationship in custom objects?

- A. Sharing is inherited from parent
- B. Only child fields are available for reporting
- C. Lookup field child is required
- D. Child needs to be manually deleted when parent is deleted

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 165

What can a user do an account record that has been manually shared read/write with him/her?
(Select 2)

- A. Delete the account
- B. View the account
- C. Edit the account
- D. Share it to other users
- E. Transfer the account

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 166

Which of the following is not part of the Profile?

- A. Field Level Security
- B. Page Layout
- C. User License
- D. Roles
- E. Record Types

Answer: D ([LEAVE A REPLY](#))

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NEW QUESTION: 167

When importing Lead records you must use _____ Currency

- A. An active or inactive
- B. An active
- C. An inactive

Answer: B (LEAVE A REPLY)

NEW QUESTION: 168

What can a Task do that an Email Alert Cannot do? Choose 2 answers.

- A. Email Alerts allow you to track the specific actions you plan to perform or have performed
- B. Tasks cannot track specific actions
- C. Tasks allow you to track the specific actions you plan to perform or have performed
- D. Email Alerts cannot track specific actions.

Answer: (SHOW ANSWER)

NEW QUESTION: 169

Describe the methods to allow access to the application?

- A. Web Browsers(UI)
- B. Mobile application(blackberry)
- C. API (Connect for outlook, Connect for Lotus notes, Office edition, online edition ,Data Loader)

Answer: A,B,C (LEAVE A REPLY)

NEW QUESTION: 170

administrator at Northern Trail Outfitters is unable to add a new user in Salesforce.

What could cause this issue?

- A. The username is restricted to a domain specific to my domain.
- B. The username is already in use another organization.
- C. The email address used for the username has a contact record.
- D. The email used for the username is not a corporate email address.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 171

What happens when you delete an object that is related to a junction object by a lookup relationship?

- A. The intersection object is deleted

- B. The junction object is deleted
- C. The master records are deleted
- D. The related field in the junction object is deleted

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 172

Sales users at Universal Containers are reporting that it is taking a long time to edit opportunity records. Normally, the only field they are editing is the Stage field.

Which two options should the administrator recommend to help simplify the process?

Choose 2 answers

- A. Add a path for stage to the opportunity record page.
- B. Create a simplified Opportunity page layout.
- C. Use a Kanban list view for Opportunity.
- D. Configure an auto launched flow for Opportunity editing.

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 173

Roll-up summary and formula fields are always read-only on detail pages.

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 174

Which of the following is the new workflow feature of Spring'11 Release?

- A. Outbound messages
- B. Field Update
- C. Flows
- D. Workflow Rules

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 175

Ursa Major Solar has a path on Case. The company wants to require its users to follow the status values as they are on the path. Agents should be prohibited from reverting the Case back to a previous status.

Which feature should an administrator use to fulfill this request?

- A. Predefined Field Values
- B. Global Value Picklists
- C. Dependent Picklists
- D. Validation Rules

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 176

Which one of the following is a salesforce.com definition for an opportunity?

- A. Any potential revenue-generating event i.e. "sales deal"
- B. Any individual or influencer associated with an account
- C. Any person, organization or company that may be interested in your products and services, not yet customers
- D. An organization, individual or company involved with your business such as customers, competitors and partners

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 177

Universal Containers requires a different Lightning page to be displayed when Accounts are viewed in the Sales Console and in the Service Console.

How should an administrator meet this requirement?

- A. Create different user profiles.
- B. Define multiple record types.
- C. Assign Lightning pages as app default.
- D. Update page layout assignments.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 178

AW Computing would like to improve its Case Lightning record page by including:

* A filtered component to display a message in bold font when a case is saved as acriticalrecord

type.

* A quick way to update the account status from the case layout.

Which two components should an administrator use to satisfy these requests?

Choose 2 Answers

- A. Rich text
- B. Record details
- C. Related List
- D. Related Record

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 179

Customizable Forecasting must be enabled for use with Custom Fiscal years.

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 180

How many objects may be imported or updated using the Data Loader?

- A. 6
- B. 5
- C. 1
- D. 3
- E. 4
- F. 2

Answer: C (LEAVE A REPLY)

NEW QUESTION: 181

Use a _____ picklist to filter the values of one picklist based on the value of another picklist.

- A. Independent
- B. Multi-select
- C. Dependent
- D. Controlling

Answer: D (LEAVE A REPLY)

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NEW QUESTION: 182

A user successfully login's at 3:00 PM, What happens at 3:31 PM, if the Login hours for the user's Profile are set from 7:30 AM to 3:30 PM?

- A. User is asked in a Popup window if he would like to extend his session
- B. User is automatically Logged Out
- C. User is logged out once he tries to do any DML (Data Manipulation) Operation i.e. Save, Edit etc.
- D. User keeps working continuously without any issues

Answer: (SHOW ANSWER)

NEW QUESTION: 183

Queues can be made up of the following

- A. Users
- B. External Chatter Users

- C. Public Groups
- D. Profiles
- E. Roles

Answer: A,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 184

Which one of these is NOT a recorded "activity" in SFDC?

- A. Tasks
- B. Events
- C. Emails
- D. Log a Call (after call completion)
- E. Dials

Answer: E ([LEAVE A REPLY](#))

NEW QUESTION: 185

Each workflow rule applies to a single object, such as leads, accounts, or opportunities.

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 186

In order to Enable Territory Management you should have:

- A. All of the above
- B. Enable Forecasting
- C. Customizable Forecasting
- D. Standard Profile

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 187

Northern Trail Outfitters has a custom quick action on Account that creates a new Case.

How should an administrator make the quick action available on the Salesforce mobile app?

- A. Include the action in the Salesforce Mobile Navigation menu.
- B. Modify compact Case page layout to include the action.
- C. Add the Salesforce Mobile and Lightning Experience action to the page layout.
- D. Create a custom Lightning App with the action.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 188

Which of the following SF applications enables organizations to speed and streamline all phases of sales?

- A. SF ideas

- B. SF Customer service and support
- C. SF content
- D. SF Automation

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 189

What are three characteristics of a master-detail relationship?

Choose 3 answers

- A. Roll-up summaries are supported in master-detail relationships.
- B. Each object can have up to five master-detail relationships.
- C. Permissions for the detail record are set independently of the master.
- D. The owner field on the detail records is the owner of the master record.
- E. The master object can be a standard or custom object.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 190

Formula fields can be converted from or to other field types.

- A. True
- B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 191

Reports show only the information you can access whereas Dashboards show information which you even cannot access.

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 192

Northern Trail Outfitters has a new flow that automatically sets the field values when a new account is created. That the flow is launched by a process, But the flow is not working properly. What should administrator do to identify the problem?

- A. Use the native debug feature in the flow builder.
- B. View the setup audit Trail and review for errors.
- C. Setup Email logs and review the send error log.
- D. Review debug logs with the login level.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 193

Which feature in SFDC combines a list view and related records into one screen with different frames so that users have all the information they need when interacting with Salesforce.com?

- A. Call Center
- B. Accounts
- C. Asset
- D. Console
- E. Campaign

Answer: D (LEAVE A REPLY)

NEW QUESTION: 194

When I convert a lead to an Opportunity, I must give the opportunity a unique name so I know what it is (ex: Pacific Bank - Red Package).

- A. False
- B. True

Answer: B (LEAVE A REPLY)

NEW QUESTION: 195

When a field is deleted from the pagelayout, does it is also deleted from the Object?

- A. Yes
- B. No

Answer: B (LEAVE A REPLY)

NEW QUESTION: 196

If the data validation at web-to-lead form fails, who will get error report?

- A. The lead queue
- B. The designated weblead owner gets an email
- C. The lead will get created with error report in description
- D. Salesforce.com support group

Answer: B (LEAVE A REPLY)

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NEW QUESTION: 197

Which of the following relationships are correct?

- A. Leads and Contacts can be associated to several Campaigns, but an Opportunity can have only one Campaign

B. Leads and Opportunities can be associated to several campaigns, but Contacts can only have one Campaign

C. Lead, Contacts, and Opportunities can be associated to only one Campaign

Answer: A (LEAVE A REPLY)

NEW QUESTION: 198

The administrator at Ursa Major Solar has been asked to change the work Item and Project Custom

Object Relationship from a master detail to a Lookup.

Which Scenario Could prevent the administrator from fulfilling this requirement?

A. A junction object is required to support the lookup.

B. The Look-Up field is required for Saving Records.

C. The lookup field in all the records contains a value.

D. Roll-Up summary field exist on the master object.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 199

What determines a unique User Record?

A. Standard Profile

B. User Name

C. Custom Profile

D. User Role

Answer: B (LEAVE A REPLY)

NEW QUESTION: 200

Specifying a "running user" in dashboard means:

A. Any user above running user can edit and delete the dashboard

B. Only the running user can view the dashboard

C. Any user below running user can view only their own records

D. Any user can view all records that the running user role can view

Answer: D (LEAVE A REPLY)

NEW QUESTION: 201

What is the limit on the compiled size of the Formula Field Select the correct choice?

A. 1k

B. 3k

C. 2k

D. 4k

Answer: D (LEAVE A REPLY)

NEW QUESTION: 202

Which type(s) of file(s) is accessible through Content?

- A. Video Files.
- B. Salesforce CRM Content can include all file types.
- C. Files attached to a Chatter profile post.
- D. Audio Files.
- E. PPT and Video files only.
- F. Microsoft PowerPoint presentations.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 203

With Spring 11 release, you can now sort line items in the Quote Line Items related list on a quote.

Syncing a quote with an opportunity also syncs product sort order.

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 204

Why utilize Account Teams and Sales Teams?

Answer:

Teams are used for collaboration, sharing, and for reporting purposes.

NEW QUESTION: 205

What happens when a user is already logged in when restricted hours start?

Answer:

The system immediately ends the user's session.

NEW QUESTION: 206

What is the max length of the field type "Text"?

- A. 3200
- B. 320
- C. 255

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 207

The difference between an opportunity record type and a sales process is:

- A. The sales process controls the stage field, the record type controls all other picklist fields
- B. The record type controls the stage field, the sales process controls all other picklist fields
- C. The sales process controls all picklist fields
- D. The record type controls the picklist fields

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 208

You can only import only one language at a time per CSV file

- A. True
- B. False

Answer: [A \(LEAVE A REPLY\)](#)

NEW QUESTION: 209

Record types specify the following elements.

- A. All of the above
- B. None of the above
- C. Picklist values
- D. Page layouts
- E. Business processes

Answer: [A \(LEAVE A REPLY\)](#)

NEW QUESTION: 210

Users with which Permission can install or uninstall AppExchange packages from the AppExchange

- A. List AppExchange Packages
- B. View AppExchange Packages
- C. Visit AppExchange Packages
- D. Download AppExchange Packages

Answer: [D \(LEAVE A REPLY\)](#)

NEW QUESTION: 211

The VP of Sales at Cloud Kicks is receiving an error message that prevents them from saving an

Opportunity. The administrator attempted the same edit without receiving an error.

How can the administrator validate the error the user is receiving?

- A. View the setup audit trail.
- B. Edit the page layout.
- C. Review the sharing model
- D. Log in as the user

Answer: [D \(LEAVE A REPLY\)](#)

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NEW QUESTION: 212

What are Chatter Groups?

Answer:

Chatter groups

let you share

information with

specific people. For

example, if you'r

working on a project and want to share information only with your team members, you can create a Chatter group for your team.

Chatter groups include a list of members, a Chatter feed, and a photo. You can create the following types of Chatter groups:

* Public: Anyone can see the group's updates, but only members can post updates. Anyone can join a public group.

* Private: Only members can see and post updates. The group's owner or managers must add members.

NEW QUESTION: 213

A sales manager would like to view a dashboard from the perspective of different users and switch between users without editing the dashboard. How would an administrator enable this?

A. Grant the sale manager the "Manage Dynamic Dashboards" permission.

B. Create the dashboard as dynamic dashboard.

C. Grant the sales manager the "View My Teams Dashboards" permission.

D. Grant the sales manager the "Drag-and-Drop Dashboard Builder" permission.

Answer: (SHOW ANSWER)

NEW QUESTION: 214

Which of the following are not controlled by the Page layouts?

A. Custom Fields

B. Validation Rule Error message

C. Sections

D. Custom Button

E. Related List

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 215

The record owner is a user or a queue that has control or rights to a particular data record.

A. True

B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 216

Who can invite Chatter customers into a Chatter group?

A. The system admin

B. All Chatter users

C. Group owner

D. None of the above

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 217

Which of the following is not a standard Profile?

A. Partner Portal User

B. Standard Administrator

C. System Administrator

D. Read only

E. Marketing Director

Answer: A,B,E ([LEAVE A REPLY](#))

NEW QUESTION: 218

You have a custom object called "Widgits" which has a Master-Detail Relationship with Accounts.

What happens when you delete an account with associated Widgits?

A. The Widgits are deleted

B. The account is deleted, but the Widgits remain in Salesforce CRM

C. You cannot delete the account without first deleting the associated "Widgits"

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 219

All the following are Main Setup areas in Salesforce.com EXCEPT?

A. Administration Setup

B. Personal Setup

C. Data Setup

D. App Setup

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 220

Which statements are true about business processes?

- A. For opportunity objects records are created before business processes
- B. Record types implement business processes through page layouts
- C. Record types help track sales lifecycle s across divisions, groups and markets.
- D. Each record type is associated with one or more business processes
- E. Each business process is associated with one or more record types

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 221

Standard Fiscal Years are for companies that break down their fiscal years,quarters and weeks in to fiscal periods.

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 222

The organization wants users to view the details of the calendar of the accounts and the ability to add events. What should be the OWD for it?

- A. Add events
- B. Hide details
- C. Show details and add events
- D. Hide details and add events

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 223

What is the maximum of actions per time trigger you can have in a Workflow Rule?

- A. 20
- B. 40
- C. 33
- D. 10
- E. 50
- F. 80

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 224

When a user logs in the first time to Salesforce, the following takes place (check all that apply)

- A. Pop ups are automatically disabled
- B. They are prompted to answer a security question

- C. Their IP address is added to a trusted list
- D. A cookie is placed in the their browser

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 225

How does the Import Wizard perform matching when updating records?

Answer:

By Salesforce
ID

NEW QUESTION: 226

Here are the salesforce.com definitions of a Lead, Account, Contact, & Opportunity. Which one is the definition for an opportunity?

- A. Any potential revenue-generating event ("sales deal") that you want to track in Salesforce. The Icon is a Coin.
- B. Any individual or influencer associated with an account that you want to track in Salesforce. The Icon is a business card.
- C. An organization, individual or company involved with your business such as customers, competitors and partners that you wish to track in Salesforce. The Icon is a file folder.
- D. Any person, organization or company that may be interested in your products and services, not yet customers. The Icon is a green Star Man.

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 227

Which of the following make a User record Unique?

- A. Email Id
- B. Role
- C. Username
- D. Profile

Answer: C (LEAVE A REPLY)

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