Exam Questions ADM-201

Administration Essentials for New Admins

https://www.2passeasy.com/dumps/ADM-201/

NEW QUESTION 1
- (Topic 1)
Who can select the "sharing" button on Account and Opportunity records?

A. The Record Owner, System Administrator, and a User shared to the record
B. The Record Owner, a User shared to the record, and any User above the Record Owner in the RoleHierarchy
C. The Record Owner, a User above the Record Owner, and the System Administrator
D. The Record Owner and System Administrator

Answer: C

NEW QUESTION 2
- (Topic 1)
The system administrator has been asked to create a way to track Shipments of products to customers. Shipments should be closely tied to the Opportunity record and there may be more than one shipment record per Opportunity and the Opportunity should be required
(i.e. Users cannot save a Shipment record without associating it to an Opportunity). The system administrator should create.

A. A cross object formula displaying Opportunity ID on the Shipment record
B. A Master - Detail relationship on the Shipment object to the Opportunity object
C. A lookup relationship on the Opportunity object to the Shipment object
D. A lookup relationship with a lookup filter from Opportunity to Shipment

Answer: B

NEW QUESTION 3
- (Topic 1)
Dynamic Dashboards allow data to be displayed by the user viewing it, rather than by a specified running user - eliminating the need to create the same dashboard for multiple users.

A. True
B. False

Answer: A

NEW QUESTION 4
- (Topic 1)
The Chatter Free license gives users the ability to access People, Profiles, Groups and Files as well as (choose all that apply)

A. Make posts
B. View comments
C. Upload files
D. Join groups
E. View records

Answer: ABCD

NEW QUESTION 5
- (Topic 1)
The System Administrator has been asked to ensure an email goes out to Sales Ops when an opportunity is closed notifying them of the closed deal. What evaluation criteria will the system admin use for the workflow rule?

A. When a record is created
B. When a record is created or updated
C. When a record is created/updated and didn't previously meet the trigger criteria
D. None of the above

Answer: C

NEW QUESTION 6
- (Topic 1)
To prevent a user from logging into the Salesforce org outside normal business hours, the System Administrator would do this in:

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

Answer: B

NEW QUESTION 7
- (Topic 1)
Use a picklist to filter the values of one picklist based on the value of another picklist.

A. Controlling

B. Multi-select
C. Dependent
D. Independent

Answer: A

NEW QUESTION 8
- (Topic 1)
When a user logs in the first time to Salesforce, the following takes place (check all that apply)

A. A cookie is placed in the their browser
B. Pop ups are automatically disabled
C. Their IP address is added to a trusted list
D. They are prompted to answer a security question

Answer: AC

NEW QUESTION 9
- (Topic 1)
Lead assignment rules assign leads to owners and queues based on the criteria the system admin specifies within the rule.

A. True
B. False

Answer: A

NEW QUESTION 10
- (Topic 1)
AW Computing needs to track the manufacturer and model for specific computers and laptops. How can the system administrator ensure that manufacturer selected influences the values available for model.

A. Create a multi-select picklist field that includes both manufacturers and models.
B. Create a lookup field from the manufacturer object to the model object
C. Create a manufacturer field as a controlling picklist and the model as a dependent picklist
D. Create a manufacturer field as the dependent picklist and the model as the controlling picklist.

Answer: C

NEW QUESTION 10
- (Topic 1)
If a user has public read-only access to records [that he/she does not own], the following are true.

A. The user can view the record but not edit it
B. The user can view and delete the record, but not edit it
C. The user can change the owner of the record
D. The user can search for the record
E. The user can report on the record

Answer: ADE

NEW QUESTION 14
- (Topic 1)
If a user tries to login outside the IP range specified in their profile, the result will be.

A. They will be logged in as normal
B. They will have to reset their password
C. They will be prompted to activate their computer
D. They will be denied access
E. None of the above

Answer: D

NEW QUESTION 15
- (Topic 1)
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

NEW QUESTION 16
- (Topic 1)
If Field Level Security prevents a user from viewing the Credit Card field on the Opportunity record, the user will also be prevented from seeing this field (choose all that apply)

A. In a related list
B. In search results
C. In reports
D. In list views
E. All of the above
F. None of the above

Answer: E

NEW QUESTION 17
- (Topic 1)
When a Lead is converted, an Account, Contact and record are created.

A. Lead
B. Case
C. Campaign
D. Opportunity

Answer: D

NEW QUESTION 18
- (Topic 1)
When you Delete a lead from a campaign, it deletes the lead record itself.

A. True
B. False

Answer: B

NEW QUESTION 19
- (Topic 1)
When you add a custom object tab, all of the following will be accessible with the object EXCEPT

A. Recent Items
B. Sidebar Search
C. Added to New Link/Create New Object Drop Down
D. Custom Object Reports

Answer: D

NEW QUESTION 22
- (Topic 1)
User interface settings are global settings and apply to all users of an org.

A. True
B. False

Answer: A

NEW QUESTION 27
- (Topic 1)
Assignment rules allow Leads and Cases to be automatically assigned to users and queues based on criteria defined by the system administrator.

A. True
B. False

Answer: A

NEW QUESTION 31
- (Topic 1)
In a private sharing model, the following can be used when Role Hierarchy alone isn't sufficient when providing record access to users (choose all that apply)

A. Forecasting
B. Sharing rules
C. Manual Sharing
D. Teams (Account, Sales and Case)
E. Apex Triggers

Answer: BCD

NEW QUESTION 32
- (Topic 1)
Will two different users get the same search results on searching for a common keyword?

A. Yes

B. No

Answer: B

NEW QUESTION 35
- (Topic 1)
Your organization is a US-based company with a default currency of US Dollars. As a sales rep, your personal currency set to British Pounds. You create an opportunity with a
currency in British Pounds. The administrator updates the currency conversion rates. Which of the following best describes what happens to the amount of your British-Pound- based opportunity?

A. The overall opportunity amount does not change but the converted amount in a report does.
B. The overall opportunity amount and converted amount in a report changes
C. Only newly created opportunities reflect the change
D. Only historically created opportunities reflect the change

Answer: A

NEW QUESTION 38
- (Topic 1)
Users can post a static image of a component to the dashboard feed, a user feed or a group feed, this feature is called

A. Dashboard Component Snapshot
B. The Running User
C. Chatter Groups
D. Dashboard Component
E. Dynamic Dashboards

Answer: A

NEW QUESTION 39
- (Topic 1)
In order to import Opportunity records into Salesforce, a system administrator may use the Import Wizard.

A. True
B. False

Answer: B

NEW QUESTION 41
- (Topic 1)
If a lead is converted without a value in the company field, what happens?

A. A Business Account is created
B. A Person Account is created
C. You will be prompted to decide whether to create a Person or a Business Account
D. Nothing

Answer: B

NEW QUESTION 42
- (Topic 1)
A cross object formula references fields from parent objects.

A. True
B. False

Answer: A

NEW QUESTION 45
- (Topic 1)
An active user record consumes a license.

A. True
B. False

Answer: A

NEW QUESTION 46
- (Topic 1)
The following can be done by a System Admin to a standard field.

A. Change the field label
B. Add help text
C. Add/edit values of a picklist

D. Delete the field
E. All of the above
F. None of the above

Answer: ABC

NEW QUESTION 48
- (Topic 1)
The system administrator needs to prevent telesales teams from logging into Salesforce outside of the office.
How will he/she do this?

A. There is not way to do this
B. Setup | Security Controls | Network Access and specify the team's range of IP addresses
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

NEW QUESTION 49
- (Topic 1)
Which of the following are part of the Service Cloud offering?

A. Opportunities
B. Knowledge
C. Entitlements
D. Campaigns
E. Quotes

Answer: BC

NEW QUESTION 50
- (Topic 1)
Which feature effectively allows you to "lock" the converted amount on closed opportunities?

A. Locale
B. Company Profile
C. Multi-currency
D. Advanced Currency Management
E. None of the above

Answer: D

NEW QUESTION 51
- (Topic 1)
Which statement about custom summary formulas is true?

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

Answer: BD

NEW QUESTION 55
- (Topic 1)
The determines if a user can read, create and edit Contact records, the
 determines if he can see/edit contact records owned by his subordinates.

A. Role, Profile
B. OWD, Sharing rules
C. Sharing rules, Role Hierarchy
D. Profile, Role

Answer: :D

NEW QUESTION 59
- (Topic 2)
Which of the following are true about Master/Detail relationship in custom objects?

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

Answer: AD

NEW QUESTION 63
- (Topic 2)
When are Formula Fields recalculated?

A. Calculated automatically
B. Every 15 Minutes
C. Nightly
D. After Edits / Save

Answer: A

NEW QUESTION 67
- (Topic 2)
All of the following may be uploaded to the AppExchange Directory EXCEPT:

A. Custom Tabs
B. Custom Fields on Custom Objects
C. Custom Fields on Standard Objects
D. Custom Assignment Rules

Answer: C

NEW QUESTION 71
- (Topic 2)
All of the following are true about Default Sales Teams EXCEPT:

A. Default Sales Teams are configured on a user record
B. Default Sales Teams may be added manually to an opportunity record
C. Default Sales Teams may be added automatically to an opportunity
D. Default Sales Teams may be added manually to an account record

Answer: A

NEW QUESTION 72
- (Topic 2)
All of the following may be used when updating a record using the AppExchange Data Loader EXCEPT:

A. External Id
B. Parent External Id
C. Record Id
D. Record Number

Answer: D

NEW QUESTION 76
- (Topic 2)
Custom Fiscal years are for companies that break down their fiscal years, quarters, and weeks in to custom fiscal periods based on their financial planning requirements.

A. True
B. False

Answer: A

NEW QUESTION 81
- (Topic 2)
Which of the following are new features on Chatter tab?

A. Like
B. @Mention
C. Live Updates
D. All of the Above

Answer: D

NEW QUESTION 83
- (Topic 2)
A custom lookup field can be added to create a relationship between a standard object and which of the following objects?

A. Users and Custom Objects
B. Leads, Accounts, Contacts and Custom Objects
C. Users, Custom Objects and Campaigns
D. Custom Objects, Contract and Campaigns

Answer: A

NEW QUESTION 88
- (Topic 2)
What does a Profile Control?

A. Access to Application
B. Record Type Access
C. Permissions
D. Data Visibility
E. Hours of IP Address

Answer: ABCE

NEW QUESTION 90
- (Topic 2)
Which one does NOT apply to Custom Formula Fields?

A. Custom Formula Fields can reference other formula fields
B. Custom Formula Fields can reference standard fields
C. Custom Formula Fields can reference custom fields
D. Custom Formula Fields can calculate across objects

Answer: A

NEW QUESTION 91
- (Topic 2)
How many fields (columns) can be displayed on a Customizable Related List?

A. 50
B. 10
C. 25
D. 100

Answer: B

NEW QUESTION 93
- (Topic 2)
Is it possible to relate a person account to a contact on a business account.

A. True
B. False

Answer: B

NEW QUESTION 96
- (Topic 2)
All of the following actions may take place on a Workflow Rule EXCEPT:

A. Outbound API message
B. Update Field
C. Create a Task
D. Create an Event

Answer: D

NEW QUESTION 99
- (Topic 2)
It is possible for a User to own a record and not see it if they don't have the Read Permission to the Object.

A. True
B. False

Answer: A

NEW QUESTION 100
- (Topic 2)
What happens when a user clicks on the Create New Apps option present in the List of Apps section?

A. User is taken to a Create new App Page in salesforce.com
B. User is taken to App Exchange
C. User is taken to developer.force.com page
D. None of the above

Answer: :C

NEW QUESTION 101

- (Topic 2)
A check box can be a controlling field in a field dependency:

A. True
B. False

Answer: A

NEW QUESTION 105
- (Topic 2)
Which of the following does Salesforce CRM provide for restricting login access to the application? Choose 3 answers

A. Profile-based IP restrictions
B. Organization-wide IP restrictions
C. Profile-based login hour restrictions
D. Organization-wide login hour restrictions

Answer: ABC

NEW QUESTION 106
- (Topic 2)
Custom Formula fields do Not support which of the following functional expression?

A. Adding multiple records together
B. If/then/else conditional statements
C. Clickable image buttons
D. Combine text strings together

Answer: C

NEW QUESTION 110
- (Topic 2)
Is it possible for a Page layout to be associated with a Record Type.

A. True
B. False

Answer: A

NEW QUESTION 111
- (Topic 2)
In Spring'11 salesforce.com release Dynamic Dashboards have been launched for which edition:

A. Developer Edition
B. Professional Edition
C. Enterprise Edition
D. Unlimited Edition

Answer: C

NEW QUESTION 112
- (Topic 2)
What information may be updated on the Company Profile?

A. Language, Locale, and Time Zone
B. Fiscal Year
C. Primary Contact and Address Information
D. Forecasting
E. All of the above

Answer: ABC

NEW QUESTION 115
- (Topic 2)
All fields on the Approval page layout are available to view on the Approval History related list

A. True
B. False

Answer: B

NEW QUESTION 119
- (Topic 2)
What is a Managed Package?

A. A managed package is a collection of application components that are posted as a unit on AppExchange
B. They differ from unmanaged packages in that some components are locked, allowing the managed package to be upgraded later.
C. Allows the system Administrator to modify the application
D. Managed packages do not include locked components and cannot be upgraded

Answer: AB

NEW QUESTION 120
- (Topic 2)
What needs to be specified to schedule a Report?

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

Answer: :CD

NEW QUESTION 123
- (Topic 2)
[106] You can set the Tab as a Landing Tab while creating the Tab for the Object?

A. True
B. False

Answer: B

NEW QUESTION 124
- (Topic 2)
Assume the Organization Wide default sharing is set to private for all objects and no sharing rules have been created. You have two users in the Sales Rep Role, can they view
each other's data?

A. Yes
B. No

Answer: B

NEW QUESTION 127
- (Topic 2)
Which of the following settings directly affects Date fields to display as MM/DD/YYYY?

A. Local
B. Time Zone
C. Language
D. Default Currency

Answer: A

NEW QUESTION 128
- (Topic 2)
You can share the Dashboard components snapshot with everyone in the Company with chatter?

A. No, we cannot share with the company
B. No, we cannot share with people who do not have access to the dashbaord
C. Yes we can share, but only people having access to dashboard will be able to see the data
D. Yes and everyone will be able to see it regardless of access to dashboard

Answer: D

NEW QUESTION 132
- (Topic 2)
Which action must be taken to view contacts associated with a case in the console?

A. The related lists of the case page layout must be modified
B. The custom links of the case page layout must be modified
C. The related object of the case page layout must be modified
D. The mini page layout of the case page layout must be modified

Answer: D

NEW QUESTION 136
- (Topic 2)
Select the best component to use if you want to list the top five sales performers on a dashboard.

A. Chart
B. Table
C. Metric
D. Gauge

Answer: B

NEW QUESTION 138
- (Topic 2)
How many other fields may a custom lead field be mapped to when converting a lead?

A. One custom field
B. Two custom fields
C. Three custom fields
D. Custom lead fields cannot be mapped

Answer: C

NEW QUESTION 142
- (Topic 2)
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 record type controls the picklist fields
D. The sales process controls all picklist fields

Answer: A

NEW QUESTION 147
- (Topic 2)
Recent Items use the?

A. Edit Pagelayout
B. Detail Pagelayout
C. Sidebar
D. Related List

Answer: C

NEW QUESTION 150
- (Topic 2)
Is possible to view a forecast based on all of the following EXCEPT:

A. Territory
B. Product Family
C. Date Range
D. Sales Team

Answer: D

NEW QUESTION 153
- (Topic 2)
When test driving an application on the AppExchange Directory, it is not possible to view the S-Control configurations of that application

A. True
B. False

Answer: B

NEW QUESTION 157
- (Topic 2)
Default values are available for standard text fields

A. True
B. False

Answer: B

NEW QUESTION 158
- (Topic 2)
Fields hidden using Field Level Security are subject to Data Validation Rules.

A. True
B. False

Answer: B

NEW QUESTION 159
- (Topic 2)
Case Assignment Rules are based on elapsed time

A. True
B. False

Answer: A

NEW QUESTION 164
- (Topic 2)
When you delete a parent record, you will also delete the child record if that child record has a lookup relationship to the deleted record:

A. True
B. False

Answer: B

NEW QUESTION 166
- (Topic 2)
Assets are related to which of the following sets of objects?

A. Opportunities, Products, Cases, Accounts, and Contacts
B. Products, Cases, Accounts, and Contacts
C. Cases, Contracts, Accounts, and Contacts
D. Opportunities, Cases, and Accounts
E. Opportunity Line Items, Cases, Accounts, and Contacts

Answer: :B

NEW QUESTION 170
- (Topic 3)
System Administrators have this permission by default.

A. None of these
B. Report Wizard
C. Report Builder
D. Both Report Wizard and Report builder

Answer: C

NEW QUESTION 174
- (Topic 3)
What is the maximum number of records to be printed in the Printable View of a list view?

A. 2.000
B. 100
C. 1.000
D. 200

Answer: C

NEW QUESTION 176
- (Topic 3)
Who may be assigned a workflow task? There are 4 correct answers?

A. A single user
B. Multiple users
C. The Record owner
D. The Record creator
E. An Account team role
F. A Sales Team Role

Answer: ACDEF

NEW QUESTION 180
- (Topic 3)
Following are the Custom Business Objects EXCEPT:

A. Use Force.com builder to build your own objects
B. Standard Salesforce.com Objects
C. Capture key, related information that applies to your business
D. Correlate to tables in the database

E. All of the above

Answer: B

NEW QUESTION 184
- (Topic 3)
What is the maximum number of values you can have in a picklist?

A. 500
B. 250
C. 600
D. 1.000
E. 2.000

Answer: A

NEW QUESTION 185
- (Topic 3)
Which of the following relationships are correct?

A. Lead, Contacts, and Opportunities can be associated to only one Campaign
B. Leads and Contacts can be associated to several Campaigns, but an Opportunity can have only one Campaign
C. Leads and Opportunities can be associated to several campaigns, but Contacts can only have one Campaign

Answer: :B

NEW QUESTION 186
- (Topic 3)
Is identity confirmation necessary if a user's IP address is known and browser cookie exists?

A. True
B. False

Answer: B

NEW QUESTION 189
- (Topic 3)
Data Validation rules is not supported in which Salesforce edition?

A. Contact Manager
B. Group
C. Professional
D. Developer
E. Unlimited
F. All Editions are supported

Answer: F

NEW QUESTION 194
- (Topic 3)
The Salesforce Console is an example of what?

A. API
B. Third Party Web integration/Application
C. UI
D. Java Script

Answer: C

NEW QUESTION 197
- (Topic 3)
Which statements are true about Cloud Scheduler?

A. It is available in Group, Professional, Enterprise, Unlimited, and Developer Editions only.
B. Cloud Scheduler is now enabled by default for all organizations.
C. You can automatically see the New Meeting Request button on all eligible contact, lead, and person account detail pages.
D. Meeting organizers can not use Cloud Scheduler to request meetings with customers, and have customers select preferred times before confirming the meeting.
E. Administrators can add or remove the New Meeting Request button on multiple page layouts using the new Cloud Scheduler quick setup method.

Answer: BCE

NEW QUESTION 201
- (Topic 3)
A System Administrator can edit a profile to:

A. Prevent a user from viewing custom tabs
B. Prevent the use of Mass email
C. Deny a user access to other users leads

Answer: B

NEW QUESTION 206
- (Topic 3)
Mail Merge is available in which Salesforce Editions?

A. All except Professional
B. Professional Certification and Enterprise
C. Professional, Developer and Enterprise
D. Enterprise and Developer only
E. Developer, Enterprise and Unlimited only
F. All editions

Answer: F

NEW QUESTION 209
- (Topic 3)
Salesforce.com archives older activities according to which of the following conditions:

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

Answer: BDE

NEW QUESTION 214
- (Topic 3)
Which data can be synched using the new Salesforce for Outlook?

A. Custom objects
B. Events
C. Leads
D. Contacts

Answer: BD

NEW QUESTION 219
- (Topic 3)
Which of the following features is not available in Professional Edition?

A. Big Deal Alert
B. Workflow
C. Account Sharing Rules
D. Multi-Currency

Answer: B

NEW QUESTION 220
- (Topic 3)
What is Force.com Platform? Choose 3 answers:

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

Answer: :ACE

NEW QUESTION 225
- (Topic 3)
Both accounts and users can exist in multiple territories.

A. True
B. False

Answer: A

NEW QUESTION 226

- (Topic 3)
If you are added to a Sales Team with read/write access you then have the ability to extend sharing on the opportunity to other users.

A. True
B. False

Answer: B

NEW QUESTION 230
- (Topic 3)
What is the click path to enable Enhance Profile Management?

A. Setup | Customize | User Interface
B. Setup | Manage Users | Profiles
C. Setup | Profiles | Customize

Answer: A

NEW QUESTION 235
- (Topic 3)
What are two sources from which cases can be created?

A. Web-to-Lead
B. Web-to-Web
C. Email-to-Case
D. Connect for Outlook

Answer: CD

NEW QUESTION 238
- (Topic 3)
A Workflow rule can only be triggered when a record is created.

A. True
B. False

Answer: B

NEW QUESTION 241
- (Topic 3)
A Record Owner has the following privileges:

A. View and Edit Capabilities
B. Transfer Capabilities
C. Deletion Capabilities
D. Import Leads Capabilities
E. Import Opportunity Capabilities

Answer: ABC

NEW QUESTION 243
- (Topic 3)
Organization-Wide Default Sharing Rule for Calendar Access Default is as Follows:

A. Hide Details
B. Hide Details and Add Events
C. Show Details
D. Show Details and Add Events

Answer: B

NEW QUESTION 246
- (Topic 3)
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: C

NEW QUESTION 248
- (Topic 3)
The account owner, opportunity owners, and case owners may or may not be the same user.

A. True
B. False

Answer: A

NEW QUESTION 251
- (Topic 3)
The Report Builder is different from the Report Wizard.

A. True
B. False

Answer: A

NEW QUESTION 254
- (Topic 3)
Which can be accessed by a Chatter Free user?

A. People
B. Content
C. Profiles
D. Groups
E. Files
F. Leads

Answer: ACDE

NEW QUESTION 258
- (Topic 3)
Every profile, including profiles associated with Customer Portal users must have at least one visible app.

A. True
B. False

Answer: B

NEW QUESTION 261
- (Topic 3)
Record locking prevents users from editing a record only if they have certain field-level security or sharing settings.

A. True
B. False

Answer: B

Explanation:
 Explanation/Reference:
Record Locking is a process of preventing users from editing a record regardless of field
level security / sharing settings

NEW QUESTION 266
- (Topic 3)
Which file types can you use when exporting reports?

A. You can not export a repor
B. You can only email it.
C. Comma Delimited (.csv)
D. Excel (.xls)
E. PDF

Answer: BC

NEW QUESTION 267
- (Topic 3)
Up to 25 custom lookup fields can be defined per object.

A. True
B. False

Answer: A

NEW QUESTION 268
- (Topic 4)
Which of the following components is displayed only if the record in the detail view has associated records?

A. List view
B. Mini Page Layout
C. Console layout
D. Mini View

Answer: D

NEW QUESTION 269
- (Topic 4)
Which of the following cannot be on the controlling side of the Dependent Picklist?

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

Answer: D

NEW QUESTION 272
- (Topic 4)
Which of the following statements are true concerning email activation? (Select one)

A. The email activation feature requires that the user click an activation link before logging onto a new computer.
B. The email activation feature cannot be disabled.
C. The email activation feature can be disabled by request to Salesforce.com support.
D. The email activation feature can be disabled through the UI.

Answer: :C

NEW QUESTION 277
- (Topic 4)
Which Feature is not available in Salesforce.com?

A. Profile based Login Hours
B. Profile based Login IP Ranges
C. Organization based Login Hours
D. Organization based Login IP ranges

Answer: C

NEW QUESTION 280
- (Topic 4)
Activities are both Tasks and Calendars

A. True
B. False

Answer: A

NEW QUESTION 281
- (Topic 4)
What happens when an email is sent to a customer from a case?

A. Case hierarchy is reset
B. Case escalation is reset
C. Case escalation rules are deleted
D. Case assignment rules are deleted

Answer: B

NEW QUESTION 286
- (Topic 4)
Which tool should be used to Import more then 65000 records in Salesforce.com?

A. SFDC Import Wizard
B. Data Loader

Answer: B

NEW QUESTION 291
- (Topic 4)
Which action can be performed on the Campaign Member object? Choose 3 answers MMM

A. Relate a business account to a campaign record
B. Create validation rules related to the campaign member record

C. Create custom lookup field to another object
D. Change a lead to a contact from the campaign member record

Answer: ABD

NEW QUESTION 294
- (Topic 4)
You can update licenses on the Company Profile.

A. True
B. False

Answer: B

NEW QUESTION 295
- (Topic 4)
Which of the following is not a Standard Salesforce.com Application?

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

Answer: A

NEW QUESTION 300
- (Topic 4)
The value in a Custom Field called Salary is 50,000. What would the formula, ISNUMBER (Salary_c), return

A. FALSE
B. TRUE
C. Depends on the Users Locale
D. 50.000

Answer: B

NEW QUESTION 301
- (Topic 4)
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

NEW QUESTION 306
CORRECT TEXT - (Topic 4)
Where would you make a field required?

A.

Answer: PageLayout

NEW QUESTION 309
- (Topic 4)
You can then associate each business process with one / more record types and make it available to users based on their:

A. Role
B. Profile
C. OWD
D. Licence Type
E. Salesforce Edition

Answer: B

NEW QUESTION 310
- (Topic 4)
Marketing and Sales users at Universal Containers would like more visibility into Lead and Contact participation in this years Trade Show. How would an Administrator build this into the application? Choose 2 answers

A. Create Cross-object formula fields to display campaign member record details on a lead or a contact record
B. Alert lead and contact owners with workflow when a prospective customer regsiters for the event

C. Customize the campaign member related list on the lead or contact object
D. Create Cross-object formula fields to display lead or contact record details on a campaign member record

Answer: BC

NEW QUESTION 312
- (Topic 4)
Which of the following are standard Salesforce applications? (Select all that apply)

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

Answer: AD

NEW QUESTION 313
- (Topic 4)
You can customize to restrict users ability to log in to saleforce.

A. Profile
B. Role
C. Page Layout
D. Record Type
E. Security Settings

Answer: A

NEW QUESTION 315
- (Topic 4)
You must create the business process before creating record types for each of these objects Except?

A. Lead
B. Opportunity
C. Case
D. Campaign
E. Solutions

Answer: D

NEW QUESTION 320
- (Topic 4)
What is true about a Role?

A. Controls the level of visibility that users have to an or
B. data
C. Role is required while creating Record types
D. A user must be associated to one role
E. A user may be associated to one role

Answer: AD

NEW QUESTION 322
- (Topic 4)
What is Sharing Rule?

A. Automated rules that grant access to groups of users
B. Exceptions to Or
C. wide Defaults
D. Rules given for group of user working closely on a project
E. Irrelevant for Public Read / Write Organizations

Answer: ABD

NEW QUESTION 327
- (Topic 4)
What is True about the Role Hierarchy

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

Answer: ABC

NEW QUESTION 328
- (Topic 4)
Do Validation rules get enforced on the Lead Conversion?

A. Yes
B. No

Answer: B

NEW QUESTION 330
- (Topic 4)
Data validation ensures the integrity of data when data is exported in SF

A. True
B. False

Answer: B

NEW QUESTION 332
- (Topic 4)
Which of the following is NOT a Standard Salesforce.com Functionality?

A. Email to Lead
B. Email to Case
C. Web to Lead
D. Web to case

Answer: :A

NEW QUESTION 335
- (Topic 4)
If using Customizable forecasting there is a seperate forecast role hierarchy

A. True
B. False

Answer: A

NEW QUESTION 339
- (Topic 4)
Which of the following profile permissions will enables the User to edit any record, regardless of the Sharing Model?

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

Answer: D

NEW QUESTION 344
- (Topic 4)
What objects are cases related to?

A. Accounts
B. Forecast
C. Contacts
D. Campaign

Answer: AC

NEW QUESTION 349
- (Topic 5)
Which Salesforce editions support Sandbox?

A. Unlimited
B. Professional
C. Contact Manager
D. Group
E. Developer
F. Enterprise

Answer: AF

NEW QUESTION 353

- (Topic 5)
Account team is a set of users that normally work together on ?

A. Accounts
B. Leads
C. Opportunities
D. Contacts
E. Cases

Answer: A

NEW QUESTION 357
- (Topic 5)
Account Teams might be utilized for what?

A. Sharing
B. Reporting
C. Private Sharing Model
D. Activities

Answer: AB

NEW QUESTION 358
- (Topic 5)
Which of the following object does not support the Business process?

A. Lead
B. Account
C. Opportunity
D. Case
E. Solution

Answer: B

NEW QUESTION 360
- (Topic 5)
Which of the following make a User record Unique?

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

Answer: C

NEW QUESTION 365
- (Topic 5)
You can only use standard fields when generating email and mail merge documents for leads or contacts.

A. True
B. False

Answer: A

NEW QUESTION 369
- (Topic 5)
On which of these areas Data Validation rules are enforced but no feedback is given to users?

A. Lead Convert
B. Record Merger
C. Web-TO-Case
D. SalesForce Mobile
E. Self Service Portal

Answer: C

NEW QUESTION 370
- (Topic 5)
Which of the following does not need business process?

A. Leads
B. Opportunities
C. Contacts
D. Cases

Answer: C

NEW QUESTION 375
- (Topic 5)
Record type picklist filtering applies to dependent picklists.

A. True
B. False

Answer: A

NEW QUESTION 378
- (Topic 5)
Escalation rules only run during the business hours with which they are associated?

A. True
B. False

Answer: A

NEW QUESTION 381
- (Topic 5)
Unmanaged packages do not include locked components but can be upgraded?

A. True
B. False

Answer: B

NEW QUESTION 384
- (Topic 5)
Which Import functionality of salesforce.com should be used if one needs to import the 30000 Cases in Salesforce.com?

A. Import Wizard
B. Data Loader
C. Any one of A or B
D. None of A or B

Answer: A

NEW QUESTION 386
- (Topic 5)
Which of the following is an automated process your organization can use to approve records in Salesforce.com?

A. Validation Process
B. Approval Process
C. Workflow Rules
D. Record Types

Answer: B

NEW QUESTION 389
- (Topic 5)
Conditional highlighting can not be used for?

A. Tabular Reports
B. Summary Reports
C. Matrix Reports
D. None of the Above

Answer: :A

NEW QUESTION 391
- (Topic 5)
Which objects can be stored in a folder?

A. Emails
B. Documents
C. Dashboards
D. Reports

Answer: BCD

NEW QUESTION 392
- (Topic 5)
A custom field is made Read only from the Field level security and Required from Page layout. The Field will be:

A. Read Only for the User
B. Required for the User
C. Throws an error and don't allow to make Read only field Mandatory from page layout
D. User is given a choice in a pop up window

Answer: A

NEW QUESTION 395
- (Topic 5)
Which of the following are setting options for the User Interface?

A. Enable Collapsible Sections
B. Show Quick Create
C. Show customer Sidebar Components on All Pages
D. Transfer all Open Opportunities
E. Enable Drag-and-drop scheduling on List Views

Answer: ABCE

NEW QUESTION 396
- (Topic 5)
How many User records can be imported via Import Wizard?

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

Answer: D

NEW QUESTION 398
- (Topic 5)
An opportunity that reaches the threshold with 80% probability will trigger additional alerts if the probability subsequently goes higher to 85%.

A. Yes
B. No
C. Depends on the Settings

Answer: B

NEW QUESTION 403
- (Topic 5)
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

NEW QUESTION 404
- (Topic 5)
How many Custom Summary Formula Fields are allowed on a single Report?

A. 5
B. 10
C. 15
D. 20
E. No limit

Answer: A

NEW QUESTION 409
- (Topic 5)
Which function is available in the report builder interface, prior to running the report?

A. Save
B. Printable view
C. Schedule future runs
D. Show/hide details
E. Export details

Answer: AD

NEW QUESTION 414
- (Topic 5)

Case escalation rules triggered on the last modification will be reset each time a user adds an activity or sends an email from the case record?

A. True
B. False

Answer: B

NEW QUESTION 418
- (Topic 5)
Users with access to opportunities as sales team members cannot extend sharing for those records:

A. True
B. False

Answer: A

NEW QUESTION 420
- (Topic 5)
To email a report to other users, the report must be in a public folder with access granted to the other users?

A. True
B. False

Answer: A

NEW QUESTION 425
- (Topic 5)
Can a user create his or her own Default Sales Team?

A. Yes
B. No

Answer: A

NEW QUESTION 429
- (Topic 5)
Which of the following is not a Roll Up summary field operation?

A. SUM
B. MAX
C. MIN
D. COUNT
E. Average

Answer: E

NEW QUESTION 430
- (Topic 5)
Auto Response rules work on which objects?

A. Leads and Cases
B. Leads and Accounts
C. Accounts and Opportunity
D. Account and Cases

Answer: A

NEW QUESTION 434
- (Topic 5)
How many ranges can be defined in the case of a Conditional Highlighting?

A. 2
B. 3
C. 4
D. 5

Answer: B

NEW QUESTION 437
- (Topic 6)
What is the maximum number of actions you can have per Workflow Rule?

A. 10
B. 20
C. 30

D. 40
E. 70
F. 80

Answer: F

NEW QUESTION 439
CORRECT TEXT - (Topic 6)
What happens when a user is already logged in when restricted hours start?

A.

Answer: Thesystemimmediatelyendstheuser'ssession.

NEW QUESTION 444
- (Topic 6)
From the below …identify the WF action?

A. Create inbound messages
B. Create tasks
C. Create mobile alerts
D. Create section updates

Answer: B

Explanation:
 Explanation/Reference:
Match the WF steps to setup the requirement Task: set up
Email Alert: Templates Field Update: Field Rule: criteria

NEW QUESTION 445
- (Topic 6)
Where does Chatter Feed display?

A. On Chatter profiles.
B. On record detail pages.
C. On the Home tab and Chatter tab.
D. On List Views.
E. On Chatter groups
F. Under related lists.

Answer: ABCE

NEW QUESTION 450
CORRECT TEXT - (Topic 6)
Why are Sharing Rules used?

A.

Answer:
Toopenupaccesstorecordsyouwouldn'tnaturallygetthroughOrganizationWideDefaultsandRoleHierarchy.TheyaretheexceptionstotheOrganizationWideDefaults.

NEW QUESTION 453
- (Topic 6)
A security token is required for API access when connecting from an IP address within the list of trusted networks.

A. True
B. False

Answer: B

NEW QUESTION 457
- (Topic 6)
Standard picklists can be the controlling field but not the dependent in a field dependency:

A. True
B. False

Answer: A

NEW QUESTION 460
- (Topic 6)
Tab settings allow System Admin to customize which tabs are visible to users:

A. True

B. False

Answer: A

NEW QUESTION 461
- (Topic 6)
What statement is true regarding a custom field formula?

A. Not reference standard, custom, or other objects
B. Can contain formulas upto 4000 character
C. 4000 character is the limit on the compiled size of the formula
D. Formula can reference themselves

Answer: C

NEW QUESTION 462
- (Topic 6)
All personalization made to the Reports tab (expanding and collapsing of folders) is saved automatically. When a user returns to the Reports Tab in future sessions, the settings will remain intact until they are changed:

A. True
B. False

Answer: :A

NEW QUESTION 467
- (Topic 6)
What is the maximum number of records that return in a report without exporting the results?

A. 6500
B. 5000
C. 3000
D. 2000
E. 4000
F. 3900

Answer: D

NEW QUESTION 470
- (Topic 6)
A record owner has the privileges to: View and edit records, transfer or change ownership of records, and delete owned records.

A. Tru
B. All the time.
C. Fals
D. All the time.
E. Tru
F. If Object permission is enabled.
G. Fals
H. If Object permission is disabled.
I. Tru
J. If Object permission is disabled.
K. Fals
L. If Object permission is enabled.

Answer: CD

NEW QUESTION 475
- (Topic 6)
Identify the maximum number of leads / contacts that you can add from a report at one time using Integrated Campaign Builder:

A. 25000
B. 50000
C. 75000
D. 100000

Answer: B

NEW QUESTION 477
- (Topic 6)
Can a delegated approver revoke a previously approved process?

A. Yes
B. No, once the request is approved only administrator can revoke the approval process

Answer: A

NEW QUESTION 479

- (Topic 6)

How would you allow collaborative access to accounts , contacts, contracts, opportunities, and cases of a US Sales rep, and Asia sales rep, and an EMEA sales rep?

A. By Creating three sharing rules between them
B. By creating a public group with all three Sales Reps
C. By changing the Org wide defaults

Answer: B

NEW QUESTION 480

CORRECT TEXT - (Topic 6)

Which report type must be used to create dashboard components?

A.

Answer: Summary/matrix

NEW QUESTION 484

- (Topic 6)

Which of the following needs to be specified in order to schedule a report?

A. The Running User
B. Start Date
C. Email Report
D. Preferred Start Time

Answer: ABCD

NEW QUESTION 486

- (Topic 6)

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

A. True
B. False

Answer: A

NEW QUESTION 487

- (Topic 6)

An admin changed the org default language from English to spanish. What must end users do to see this change?

A. Nothing they will see the application in Spanish immediately
B. Refresh their browser
C. Logout then login again
D. Change their language personal preference to Spanish

Answer: D

NEW QUESTION 488

- (Topic 6)

The org wide default is set to private. Phil smith the owner of ABC account is a US Sales
Rep reporting to the US Sales Director. The users in the US sales rep role can edit ALL opportunities associated with the accounts they own. Tim an EMEA sales rep owns an opportunity associated with the ABC account. Identify the correct role access.

A. Phil can view but cannot edit Tims ABC opportunity
B. TIM cannot VIEW / EDIT phils account
C. Phil can EDIT and VIEW Tims ABC opportunity
D. Tim can VIEW and EDIT Phils account
E. Tim can VIEW but cannot EDIT phils account.

Answer: CE

NEW QUESTION 490

- (Topic 6)

What is conditional highlighting for reports?

A. You can set conditions that when met will report the calculated fields
B. Set thresholds for report analysis
C. None of the above

Answer: B

NEW QUESTION 495

- (Topic 6)
If your company's fiscal year begins on February 1st and contains the 12 gregorian months, do you need to enable custom fiscal years?

A. Yes
B. No

Answer: B

Explanation:
 Explanation/Reference:
As long as the fiscal year begins on the 1st of any month and follows the standard months, then custom fiscal years are not required.

NEW QUESTION 500
- (Topic 6)
Final reject actions can include actions such as email alerts

A. True
B. False

Answer: A

NEW QUESTION 505
- (Topic 6)
Org wide default is set to private. Kathy is assigned US Sales Director role with access rights to view opportunities owned by other users associated to her accounts. Jennifer is assigned EMEA Rep Role and Phil to US rep role. Which business opportunities can Kathy VIEW and EDIT?

A. Kathy can edit and view her own opportunities
B. Kathy can EDIT and VIEW her jennifers opportunities
C. Kathy can edit and view Phils opportunities
D. Kathy can view but cannot EDIT phils opportunities
E. Kathy can View but cannot edit Jennifers opportunities

Answer: ACE

NEW QUESTION 508
- (Topic 6)
It is advisable not to overwrite user records with new user data because it would prevent you from tracking a history of past users and the records associated to them?

A. True
B. False

Answer: A

NEW QUESTION 509
- (Topic 6)
Custom Summary Formulas can run calculations on custom formula fields.

A. True
B. False

Answer: A

NEW QUESTION 512
- (Topic 6)
How many Custom Summary Formulas can you have per report?

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

Answer: E

NEW QUESTION 514
- (Topic 6)
Which of the following statements are true about trusted ranges?

A. They enable end users to activate additional IP addresesses for accessing salesforce.
B. They are used to identify regular SF users.
C. They include IP addresses that are used in conjuction with a browser cookie.
D. They approve login requests from unknown browsers and IP addresses.

Answer: :BC

NEW QUESTION 517
- (Topic 6)
You can create Custom Summary Formulas based on Custom Formula Fields.

A. True
B. False

Answer: A

NEW QUESTION 519
- (Topic 6)
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 sales manager the "Drag-and-Drop Dashboard Builder" permission.
B. Create the dashboard as dynamic dashboard.
C. Grant the sale manager the "Manage Dynamic Dashboards" permission.
D. Grant the sales manager the "View My Teams Dashboards" permission.

Answer: BD

NEW QUESTION 523
- (Topic 6)
Mass Mail Contacts option doesn't appear under the Tools section in the Contacts tab, what could have caused this?

A. The user Role is insufficient to view this tool
B. Email is unchecked for that profile in FLS
C. This is a bug and must be escalated
D. Mass mail is not enabled for the profile.
E. Mass mail is not checked in FLS

Answer: BD

NEW QUESTION 524
- (Topic 6)
Even a user with "View all data" (VAD) permission cannot view hidden folders as well as folders shared to no one.

A. True
B. False

Answer: B

NEW QUESTION 526
- (Topic 6)
Can you make a standard field unique?

A. True
B. False

Answer: B

NEW QUESTION 530
- (Topic 6)
Active Currencies live in Company Profile, user record (Personal Setup) and in Opportunity (Record).

A. True
B. False

Answer: :A

NEW QUESTION 535
CORRECT TEXT - (Topic 6)
What is a Running User?

A.

Answer: Determinesthelevelofaccesstothedashboarddata

NEW QUESTION 536
- (Topic 6)
Which of the following cannot be done by a user to records owned by others when the organization wide default is set to Read / Write to an object?

A. Add related records
B. Search Records

C. Delete records
D. Change ownership
E. Report on records
F. Edit details on records

Answer: CD

NEW QUESTION 539
- (Topic 6)
The number of formulas in a Custom summary formula is limited to:

A. 5000
B. 3900
C. 4000
D. 3000

Answer: B

NEW QUESTION 540
- (Topic 6)
When are WF rules evaluated?

A. Before a record is deleted
B. When a record is created/updated
C. After a record is created
D. When a record is cloned

Answer: B

NEW QUESTION 542
- (Topic 6)
Where does the click path Your Name --> Set up -> Security controls -> Sharing settings lead to?

A. Custom Profile
B. Organization wide Defaults
C. Trusted IP Ranges

Answer: B

NEW QUESTION 544
- (Topic 6)
When is a workflow rule triggered?

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

Answer: D

NEW QUESTION 546
- (Topic 6)
Which statements are true for the integrated campaign builder?

A. Cannot filter views by more than one campaign at a time
B. The maximum number of Leads/Contacts that can be added from a report at one time is 50,000
C. The maximum number of Leads/Contacts that can be added from the wizard at one time is 250
D. Can add converted leads to a campaign
E. Integrated Campaign Builder views are not exposed through the Force.com API

Answer: ABCE

NEW QUESTION 549
- (Topic 6)
What are the two main parts of WF?

A. Actions and Time triggers
B. Rules and Actions
C. Email Alerts and Field updates
D. Rules and Tasks

Answer: B

NEW QUESTION 554
- (Topic 6)

How can you export accounts and contacts in a Contact Manager edition of Salesforce?

A. Since there is no Weekly Export in contact manager, you can instead install Salesforce for outlook.
B. You can create a report on those records and use the "Export Details" button.
C. Use Connect for Outlook because Salesforce for Outloook does not run without API.
D. Export those records using weekly data export from "Setup > Administration Setup > Data Management > Export".
E. There is no export option in Contact Manager

Answer: B

NEW QUESTION 559
- (Topic 6)
Which are true about Trialforce Email Branding?

A. It is available only in Unlimited, Enterprise and Developer Editions
B. It allows you to modify system-generated emails so that they appear to come from your company rather than from Salesforce.com.
C. Trialforce Email Branding is automatically enabled for existing partners with Trialforce and when a new partner request Trialforce.
D. Trialforce Email Branding only applies to users who sign up for your application through Trialforce.

Answer: BD

NEW QUESTION 562
- (Topic 6)
Only users with "Create and Customize" permission can access the Report?

A. True
B. False

Answer: A

NEW QUESTION 566
- (Topic 6)
What are different Types of Sharing Rules? (Check all that apply)

A. Case Sharing Rules
B. Lead Sharing Rules
C. Solution Sharing Rules
D. Campaign Sharing Rules
E. Custom Object Sharing Rules

Answer: ABDE

NEW QUESTION 568
- (Topic 6)
Which statements are true about standard fields?

A. Std fields are created by Admin
B. You can delete std fields
C. You can change the std field labels
D. You can remove required std fields from a page layout

Answer: C

NEW QUESTION 571
- (Topic 7)
A company has a custom field "Hours Worked" and the sys admin is tasked to create a validation rule so that field will not accept a negative value

A. Hours_Worked != 0
B. NOT(Hours_Worked < 0)
C. Hours_Worked C <> 0
D. Hours_Worked < 0
E. NOT(Hours_Worked C > 0)
F. Hours_Worked C < 0

Answer: D

NEW QUESTION 574
CORRECT TEXT - (Topic 7)
How are Folders used?

A.

Answer: Toorganizereportsdashboardscommunicationtemplatesanddocuments

NEW QUESTION 578

- (Topic 7)
A checkbox can be a controlling field in a field dependency?

A. True
B. False

Answer: A

NEW QUESTION 582
- (Topic 7)
Can standard fields be removed from the Page Layout?

A. True
B. False

Answer: A

NEW QUESTION 585
- (Topic 7)
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

NEW QUESTION 589
- (Topic 7)
The Director of Sales wants a report that meets the following criteria:
All accounts in NY, MA, PA and NJ Account rating of "Hot" or Annual Rev over $8M .The report must meet the state criteria but can optionally meet the account rating or the annual revenue.
Which report format would you use to create this custom report?

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

Answer: A

NEW QUESTION 592
- (Topic 7)
True or False, Final reject actions in a workflow approval process can include actions such as email alerts.

A. True
B. False

Answer: A

NEW QUESTION 594
CORRECT TEXT - (Topic 7)
How does the Import Wizard perform matching when updating records?

A.

Answer: BySalesforceID

NEW QUESTION 597
- (Topic 7)
Workflow rules never trigger on converted leads

A. True
B. False

Answer: A

Explanation:
 Explanation/Reference:
Workflow rules only trigger on converted leads if validation and triggers for lead convert are enabled in your organization.

NEW QUESTION 602
CORRECT TEXT - (Topic 7)
Define the Marketing User Profile.

A.

Answer: Standarduserperm+canimportleadsfortheOrg

NEW QUESTION 603
- (Topic 7)
As a system administrator you can create page layout in the console and assign it to profiles.

A. True
B. False

Answer: A

NEW QUESTION 608
- (Topic 7)
How many instances of personal tags can be applied to records?

A. 50
B. 5000
C. 50000
D. 500000

Answer: B

NEW QUESTION 611
CORRECT TEXT - (Topic 7)
Define the Solution Manager Profile.

A.

Answer: Standarduserperm+canmanagersolutions&solutioncategories

NEW QUESTION 612
CORRECT TEXT - (Topic 7)
When can inactive assignment rules be run on leads?

A.

Answer: Duringleadimport

NEW QUESTION 613
- (Topic 7)
Is the DataLoader Cloud based?

A. No
B. Yes

Answer: A

NEW QUESTION 617
CORRECT TEXT - (Topic 7)
Define the Contract Manager profile.

A.

Answer: Standarduserperm+editapproveactivatedeletecontracts

NEW QUESTION 621
CORRECT TEXT - (Topic 7)
What does the default locale impact?

A.

Answer: Theformatofdateandnumberfields.

NEW QUESTION 622
- (Topic 7)
Record locking in a workflow approval process prevents users from editing a record only if they have a certain field-level security or sharing settings.

A. True
B. False

Answer: B

NEW QUESTION 627
- (Topic 7)
You can't package workflow rules with time triggers.

A. True
B. False

Answer: A

NEW QUESTION 628
- (Topic 7)
Workflow rules on custom objects are automatically deleted if the custom object is deleted.

A. True
B. False

Answer: A

NEW QUESTION 630
- (Topic 7)
The Self Service Portal and Customer Portal are the same technology?

A. Yes
B. No

Answer: B

NEW QUESTION 632
CORRECT TEXT - (Topic 7)
The new charting engine allows for greater customization and creation of charts including:

A.

Answer: BarLine

Explanation:
Funnel Donut Pie
Combo Charting

NEW QUESTION 635
- (Topic 7)
When are data validation rules executed?

A. A User Saves a Record
B. Before records are imported
C. Using the Data Loader and/or other API tools

Answer: :ABC

NEW QUESTION 639
CORRECT TEXT - (Topic 7)
Determine if the description is Master/Detail or Lookup: No inherited sharing:

A.

Answer: Lookup

NEW QUESTION 642
CORRECT TEXT - (Topic 7)
Define the system Admin profile.

A.

Answer: "SuperUser"-Cancustomize&administratetheOrg

NEW QUESTION 646
CORRECT TEXT - (Topic 7)
Who can delete records?

A.

Answer:
Theabilitytodeleteindividualrecordsiscontrolledbyadministratorstherecordownerusersinarolehierarchyabovetherecordownerandanyuserthathasbeengranted"FullAccess."

NEW QUESTION 647
- (Topic 7)
Workflow rules trigger automatically and are visible to the user.

A. True
B. False

Answer: B

Explanation:
Explanation/Reference: Workflow rules are invisible to the end user.

NEW QUESTION 651
CORRECT TEXT - (Topic 7)
What do Sales Teams do?

A.

Answer: FocusesonOpportunityRecordsbeingsharedtoaspecifiedgroupofusersbasedontheOpportunityOwner.

NEW QUESTION 652
- (Topic 7)
How many app exchange apps can you install in PE?

A. 5
B. 10
C. 15
D. 20

Answer: A

NEW QUESTION 653
CORRECT TEXT - (Topic 7)
What does a workflow approval process do?

A.

Answer: ItelectronicallycapturesabusinessapprovalonaSFdatarecord.

NEW QUESTION 657
CORRECT TEXT - (Topic 7)
Determine if the description is Master/Detail or Lookup: Lookup field on child is always required.

A.

Answer: Master/Detail

NEW QUESTION 661
CORRECT TEXT - (Topic 7)
Standard Fields are?

A.

Answer: CreatedbySFandcomesinOrg.Fieldpropertiesnoteditable.

NEW QUESTION 665
- (Topic 7)
How many app exchange apps can you install in EE?

A. 5
B. 10
C. 15
D. 20

Answer: B

NEW QUESTION 668
- (Topic 7)
Data Validation Rules are formulas that evaluate, "True".

A. True
B. False

Answer: A

NEW QUESTION 669
CORRECT TEXT - (Topic 7)
What database actions can the DataLoader perform?

A.

Answer: InsertExtractUpdateupsertandDelete

NEW QUESTION 673
- (Topic 7)
What are the Org Wide Default permission options?

A. Public, Read, Write (Transfer on Leads/Cases)
B. Public Read, Write
C. Public Read Only
D. Private
E. Controlled by Parent (on Master-Detail Relationships).

Answer: ABCDE

NEW QUESTION 675
- (Topic 7)
Workflow rules can't be triggered by campaign statistic fields, including individual campaign statistics and campaign hierarchy statistics.

A. True
B. False

Answer: A

NEW QUESTION 676
- (Topic 7)
Can the DataLoader access all objects?

A. Yes
B. No

Answer: A

NEW QUESTION 679
- (Topic 8)
Account Teams are not available for Professional Edition

A. True
B. False

Answer: A

NEW QUESTION 683
- (Topic 8)
A particular role needs edit on contacts, view, edit and delete on contracts and only view on accounts. Where can the administrator make the change?

A. User record
B. Profile
C. Organization wide default
D. Sharing role
E. Public group

Answer: B

NEW QUESTION 685
- (Topic 8)
What is the role of "Primary Object" when creating custom report types?

A. It lets us know if it can be the source of the dashboard
B. For reporting
C. To let the user select values in the view picklist
D. To ensure all are using the same set of business rules

Answer: C

NEW QUESTION 690
- (Topic 8)
Your recycle bin record limit is times the Megabytes (MBs) in your general storage

A. 20

B. 50
C. 250
D. 500

Answer: C

NEW QUESTION 694
- (Topic 8)
The user default login hours are 8:00 AM - 5:00 PM. The user logs in at 4:30 PM and stays
on till 5:01 PM. What happens?

A. The user continues with the session without any interruption
B. The user loses all unsaved data after terminating the session
C. The user terminates the session without losing any data
D. The user is able to work without issues but cannot start new sessions
E. The user is able to work without issues and can start new sessions

Answer: B

NEW QUESTION 695
- (Topic 8)
Dated exchange rates can be set in the time range of

A. As short as a day and as long as a forever
B. As short as a minute and as long as a day
C. As short as an hour and as long as a month
D. As short as a month and as long as an year
E. As short as a month and as long as a quarter

Answer: A

NEW QUESTION 698
- (Topic 8)
Export to Excel is available for Printable Lists:

A. True
B. False

Answer: B

NEW QUESTION 701
- (Topic 8)
Report charting is only available for:

A. Summary and Matrix reports
B. Tabular and Summary Reports
C. Tabular and Matrix reports.
D. Tabular, Summary and Matrix Reports

Answer: A

NEW QUESTION 702
- (Topic 8)
A person account is different from business account because: (any 2)

A. There is only one record type in person account
B. There is no contact related list in person account
C. There are no opportunities to a person account
D. There are no leads converted here

Answer: AB

NEW QUESTION 704
- (Topic 8)
What is true about Managed Packages?

A. They are not upgradeable
B. They cannot be uninstalled
C. They are upgradeable
D. They cannot be deleted

Answer: C

NEW QUESTION 709
- (Topic 8)

Which of them is not a Standard Business Object?

A. Accounts
B. Contacts
C. Ideas
D. Leads

Answer: C

NEW QUESTION 710
- (Topic 8)
How many people can you send an invite to at a time using Cloud Scheduler?

A. You can invite up to 50 people to a meeting.
B. You can invite up to 20 people to a meeting.
C. You can invite up to 25 people to a meeting.
D. You can invite up to 55 people to a meeting.

Answer: :A

NEW QUESTION 713
- (Topic 8)
Salesforce.com instance has Multiple Currencies as Activated. What is the maximum granularity available for tracking changes in Currency Rates

A. 1 Week
B. 1 Day
C. 1 Hour
D. 1 Minute

Answer: B

NEW QUESTION 716
- (Topic 8)
As an Admin you can schedule regular data imports using the Data Loader

A. True
B. False

Answer: A

NEW QUESTION 721
- (Topic 8)
A particular team needs to track individuals working on cases and the individual roles of the people working on cases. Which is the best way to do it?

A. Profiles
B. Roles
C. Public groups
D. Sharing rules
E. Permissions

Answer: D

NEW QUESTION 722
- (Topic 8)
What are true for the data loader?

A. It deduplicates and inserts records
B. It comes installed with salesforce.com application
C. It can load all objects, including custom objects
D. It cannot load custom objects
E. It generates an error report after the loading

Answer: CE

NEW QUESTION 725
- (Topic 8)
The size limit for documents uploaded is:

A. 2 MB
B. 5 MB
C. 10 MB
D. 50 MB

Answer: B

NEW QUESTION 728

- (Topic 8)
Which is true about Storage Limits?

A. Salesforce will allow a user to enter data up to 5% over capacity,
B. Salesforce will not allow user to upload data
C. Document tabs count against overall storage

Answer: B

NEW QUESTION 731
CORRECT TEXT - (Topic 8)
How does Cloud Scheduler Work?

A.

Answer:
WhenyouuseCloudSchedulertorequestameetingSalesforce.comcreatesauniqueWebpageforyourmeetingthatdisplaystheproposedmeetingtimes.Wheninviteesvisitth
epagetheyselectthetimesthatworkforthemandsendyouareply.Salesforce.comtracksalltheresponsessoyoucanpickthebesttimetomeetwhenyouconfirmthemeeting.

NEW QUESTION 736
- (Topic 8)
Which object cannot use sharing rules to manage access?

A. Custom object
B. Standard object
C. Child to a parent object
D. Managed Package

Answer: D

NEW QUESTION 739
- (Topic 8)
When is a custom object created?

A. When there is a need to create a custom field
B. To enhance the look of the application
C. To capture unique data of the business
D. When there is a need to add custom tabs

Answer: C

NEW QUESTION 742
- (Topic 8)
What is true about look up relationships?

A. Object in look up relationship can link to self
B. Child in lookup gets deleted if parent gets deleted
C. The child object in lookup is a related list for the parent
D. The lookup is required always

Answer: AC

NEW QUESTION 745
- (Topic 8)
You are limited to new picklist or multi-select picklist values for any field during a single import

A. 10
B. 100
C. 1000
D. No limit

Answer: C

NEW QUESTION 747
- (Topic 8)
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

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

NEW QUESTION 751
- (Topic 8)
What can a user do an account record that has been manually shared read/write with him/her? (Select 2)

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

Answer: AB

NEW QUESTION 753
- (Topic 8)
Which statement is true about custom summary formula?

A. It cannot reference other formula fields in an object
B. It cannot be used in graphs
C. It can only be used in Standard Reports
D. It can only be used in Custom Reports

Answer: A

NEW QUESTION 755
- (Topic 8)
If territory management is enabled for your organization and a lead is converted, how does it get assigned?

A. Gets assigned to lead owner's territory
B. Based on assignment rule
C. Get assigned to the user's territory
D. Based on territory field

Answer: A

NEW QUESTION 757
- (Topic 8)
If you delete a case, which two also get deleted?

A. Account
B. Solution
C. Event
D. Attachments

Answer: CD

NEW QUESTION 760
- (Topic 8)
When you configure Search Settings for Your Organization, the new value must be between 5 and 50

A. True
B. False

Answer: A

NEW QUESTION 763
- (Topic 8)
You can only import only one language at a time per CSV file

A. True
B. False

Answer: A

NEW QUESTION 765
- (Topic 8)
What is a Record Type? Select the right choice

A. Allows you to define different sets of picklist values for both standard and custom picklist
B. Allows you to define different sets of picklist values only for standard picklist
C. Allows you to define different sets of picklist values only for custom picklist
D. Allows you to define different sets of picklist values only for new picklist

Answer: A

NEW QUESTION 766

- (Topic 8)
All of the following are true about Validation Rules EXCEPT:

A. All active validation rules are run each time at save
B. Validation rules are not enforced on existing dat
C. They only run during subsequent record creation / updates
D. You can enter records through Data Loader bypassing the Validation Rules
E. Multiple error messages may be displayed at one time
F. Validation rules can be activated / deactivated by admin

Answer: C

NEW QUESTION 769
- (Topic 8)
The administrator wants to create 3 custom fields: an auto-number, a text field and a picklist. Is it possible?

A. Yes
B. No, because auto-number is a standard field
C. No, only multi select picklist can be custom created
D. No, only 1 custom field can be created per object

Answer: A

NEW QUESTION 772
- (Topic 8)
History Tracking can be performed on the following Standard Objects Except Select the choice which is applicable.

A. Accounts
B. Forecasts
C. Contacts
D. Leads
E. Opportunities

Answer: B

NEW QUESTION 777
CORRECT TEXT - (Topic 8)
What are Chatter Groups?

A.

Answer:
Chattergroupsletyoushareinformationwithspecificpeople.Forexampleifyou'reworkingonaprojectandwanttoshareinformationonlywithyourteammembersyoucancreatea Chattergroupforyourteam.

Explanation:
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 780
- (Topic 8)
You can enable Chatter in your organization without updating to the new look and feel?

A. True
B. False

Answer: B

Explanation:
 Explanation/Reference:
Enabling Salesforce Chatter also enables the new user interface theme, which updates the look and feel of Salesforce.com.

NEW QUESTION 784
- (Topic 8)
What data can you request for in the weekly data export?

A. Only account data
B. Only report data
C. Accounts, opportunities, contacts, cases and solutions
D. All organization data

Answer: D

NEW QUESTION 788
CORRECT TEXT - (Topic 8)

Which fields cannot be followed in Chatter?

A.

Answer: Auto-numberformulaandroll-upsummaryfieldsEncryptedandread-onlysystemfields

Explanation:
The Expected Revenue field on opportunities

NEW QUESTION 793
- (Topic 8)
Personal Tags can not be shared

A. True
B. False

Answer: A

NEW QUESTION 797
- (Topic 8)
How do you specify the following in a formula field : the year of the custom date field(date_c) should be the current year:

A. YEAR(date_c)=YEAR(today())
B. YEAR(date_c)<>YEAR(today())
C. DATE(date_c)=DATE(today())
D. DATE(date_c)=YEAR(today())

Answer: A

NEW QUESTION 801
- (Topic 8)
If the data validation at web-to-lead form fails, who will get error report?

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

Answer: C

NEW QUESTION 803
- (Topic 9)
How long does a backup data export remain on Salesforce CRM before it is automatically deleted?

A. 12 hours
B. 24 hours
C. 48 hours

Answer: B

NEW QUESTION 804
- (Topic 9)
A lead has been converted. Where can we find the campaigns associated with it? Select 2.

A. Campaign history list
B. Opportunity campaign related list
C. Contact campaign related list
D. Campaign history report
E. Campaign related list on account

Answer: :BC

NEW QUESTION 808
- (Topic 9)
What is true about a Web-to-Lead?

A. An online form to capture lead information
B. Determines which Email Template to send to leads generated via Web-to-Lead
C. Contains Rule Entries that determine criteria for determining
D. Email Template response content published on your web site

Answer: AD

NEW QUESTION 813
- (Topic 9)

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

A. True
B. False

Answer: A

NEW QUESTION 817
- (Topic 9)
Recent item and Lookup Hovers use the Record Mini Page.

A. True
B. False

Answer: A

NEW QUESTION 818
- (Topic 9)
What objects may be imported or updated using the Import Wizard? (check all that apply)

A. Accounts
B. Opportunities
C. Leads
D. Contract
E. Contact

Answer: :ACE

NEW QUESTION 820
- (Topic 9)
Which of the following are reasons for creating a Validation Rule?

A. To prevent users from entering bad data
B. To ensure users enter data only when it is required
C. To prevent bad data being imported
D. To hide fields from certain users
E. A, B, C & D
F. A, B, & D
G. A, B, & C
H. A, C & D

Answer: C

NEW QUESTION 821
- (Topic 9)
Which of the statements are true for Cases:

A. Manually entering the case received from an email
B. Automatically generated by an email or website form
C. Can be assigned only automatically by rule assignment however it can be reassigned manually at later time
D. Associated to Contacts and Accounts

Answer: ABD

NEW QUESTION 824
- (Topic 9)
Joe imports records for Sara, a non-active user. Sara's records will be assigned to Joe.

A. True
B. False

Answer: A

NEW QUESTION 827
- (Topic 9)
What happens when you delete a custom field?

A. Custom fields cannot be deleted
B. The field and its data are permanently deleted
C. The data in the field is saved and the field is permanently deleted
D. The field appears in deleted list from where it can be undeleted

Answer: D

NEW QUESTION 832

- (Topic 9)
Which Service Cloud and Service Cloud Console Enhancements in Spring 11 are Automatically visible to all Administrators without any setup required?

A. Multiple Languages for Salesforce Knowledge
B. Salesforce Knowledge Article Number
C. Additional Case Article Fields Available for Reports and the Articles Related List
D. Salesforce Knowledge Sidebar for the Service Cloud Console (Contextual Knowledge)
E. Global Search for the Service Cloud Console

Answer: ACD

NEW QUESTION 834
- (Topic 9)
A solution can only belong to one category.

A. True
B. False

Answer: B

NEW QUESTION 836
- (Topic 9)
Record types are used to implement custom business processes by associating them to specific

A. Objects
B. Page Layouts
C. Records
D. Campaigns

Answer: B

NEW QUESTION 839
- (Topic 9)
The company wants all opportunities associated with an account to be added in and displayed on the account record detail page. Is it possible?

A. Yes, workflow rule
B. Yes, custom summary field
C. Yes, roll up summary field
D. No, accounts cannot be edited

Answer: C

NEW QUESTION 840
- (Topic 9)
What is the maximum length of the alias field?

A. 12
B. 10
C. 8

Answer: C

NEW QUESTION 841
- (Topic 9)
Which of the following can NOT be edited on the Page Layout Editor?

A. Field positions
B. Buttons
C. Page sections
D. Related lists
E. Picklist values

Answer: E

NEW QUESTION 846
- (Topic 9)
You have to enable the Report Builder Upgrade first to use Master Charts.

A. True
B. False

Answer: :B

NEW QUESTION 850
- (Topic 9)

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

A. True
B. False

Answer: A

NEW QUESTION 854
- (Topic 9)
The mini view does not display if the record in the detail view does not have records associated with it.

A. True
B. False

Answer: A

NEW QUESTION 855
- (Topic 9)
If your organization uses territory management, the new account is evaluated by account assignment rules and may be assigned to one or more territories.

A. True
B. False

Answer: A

NEW QUESTION 860
- (Topic 9)
Partner portal and customer portal users aren't required to activate computers to log in.

A. True
B. False

Answer: A

NEW QUESTION 864
- (Topic 9)
The system automatically maps standard lead fields to standard account, contact, and opportunity fields

A. True
B. False

Answer: A

NEW QUESTION 869
- (Topic 9)
What is the limit of Look-up Relationships per object?

A. 25
B. 3
C. 4
D. 5
E. 6
F. 10

Answer: A

NEW QUESTION 874
- (Topic 9)
To minimize the number of sharing rules, use "Roles and Subordinates" over "Roles" where possible.

A. True
B. False

Answer: A

NEW QUESTION 876
- (Topic 9)
If the lead has a record type, the default record type of the new owner is assigned to records created during lead conversion.

A. True
B. False

Answer: A

NEW QUESTION 879
- (Topic 9)
Which of the following statements are true about Import wizard?

A. You can import Accounts, contacts, leads, solutions and custom objects using the Import wizard
B. You can work with both records of data and metadata
C. When importing data file size cannot exceed 100 MB and each record in the file cannot be bigger than 400KB
D. Standard users can import up to 50000 account or contact records per session

Answer: :AC

NEW QUESTION 881
- (Topic 9)
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 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
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 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

Answer: B

NEW QUESTION 884
- (Topic 9)
Queues can be setup for which objects? (check all that apply)

A. Leads
B. Accounts
C. Opportunities
D. Custom Objects
E. Cases

Answer: ADE

NEW QUESTION 887
- (Topic 9)
How many lead assignment rules can be active at one time?

A. One
B. Two
C. Eleven
D. Twenty-three

Answer: A

NEW QUESTION 890
- (Topic 9)
Joe is attempting to import an invalid value into a picklist field. The import wizard will respond with an error message.

A. True
B. False

Answer: :B

NEW QUESTION 894
- (Topic 9)
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. You cannot delete the account without first deleting the associated "Widgits"
B. The Widgits are deleted
C. The account is deleted, but the Widgits remain in Salesforce CRM

Answer: B

NEW QUESTION 895
- (Topic 9)
If the primary object on a custom report is a custom object, and the custom object is deleted, then the custom report type and any reports created from it will automatically be deleted.

A. True
B. False

Answer: A

NEW QUESTION 898
- (Topic 9)
Which Sales Cloud Enhancements in Spring 11 are Automatically visible to all Administrators without any setup required?

A. Cloud Scheduler Enhancements.
B. Email Attachment Enhancements
C. Activity Attachment Enhancements
D. Email Association Enhancements.
E. Salesforce Mobile Usage Data in Custom Report Types.
F. Email to Salesforce Enhancements.

Answer: AE

NEW QUESTION 902
- (Topic 9)
The administrator wants to track data over a period of time. Which graph would he use?

A. Line
B. Horizontal bar line
C. Pie
D. Table

Answer: A

NEW QUESTION 906
- (Topic 10)
You can create which of the following types of email templates (Multiple correct answers):

A. Text
B. HTML with letterhead
C. JavaScript
D. Custom HTML
E. Text with letterhead
F. Visualforce

Answer: ABDF

NEW QUESTION 910
- (Topic 10)
Records & Record Detail Pages: What is NOT true of hover links in SFDC?

A. Hover links can be found on record detail pages (for leads, opportunities, etc)
B. Top of page hover links often provide a summary of information found on the bottom of a page so I don't have to scroll down to see important activity history, notes, etc
C. Just about every link in SFDC can be hovered over, and a summary window will pop-up.
D. When I hover over them, I begin to levitate in my chair
E. Hover links are cool and will save me some time when researching info about accounts, leads, opportunities, etc.

Answer: D

NEW QUESTION 913
- (Topic 10)
Which of the following statements is true about person accounts in backup exports?

A. If your organization uses person accounts and you're exporting contacts, person account records are included in the contact dat
B. However, the contact data only includes the fields shared by contacts and person accounts.
C. If your organization uses person accounts and you're exporting contacts, person account records are not included in the contact data.
D. If your organization uses person accounts and you're exporting contacts, person account records are included in the contact dat
E. The export includes all fields from person accounts.

Answer: A

NEW QUESTION 915
CORRECT TEXT - (Topic 10)
If I'm looking at a detail page, how do I know what record type it is?

A.

Answer: FortabsthathavemultiplerecordtypesdefinedyoucanlookattheRecordTypefieldonthepage.Howeverthisfieldmustbeaddedtothepagelayout.

NEW QUESTION 916
- (Topic 10)
When importing Lead records you must use Currency

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

Answer: :B

NEW QUESTION 918
- (Topic 10)
If I'm looking at a detail page, how do I know what record type it is?

A. Yes
B. No

Answer: B

NEW QUESTION 919
- (Topic 10)
Which of the following are true about mapping fields for lead conversion (Multiple correct answers):

A. You can map between text and picklist fields
B. You can map Number, Currency, or Percentage fields of differing lengths.
C. You can map Text or Text Area to long text area fields
D. You cannot map auto-number fields to fields of type Text or Text Area
E. You can map auto-number fields to Picklists
F. If you change the data type of any custom field user for lead conversion, that lead field mapping will be deleted.

Answer: ACEF

NEW QUESTION 924
- (Topic 10)
Formula and roll-up summary fields are included in backup exports

A. True
B. False

Answer: B

NEW QUESTION 927
- (Topic 10)
What would you change if all of your online help was displayed in English and you wanted it to be German?

A. Default Language
B. Default Locale
C. Time Zone
D. Default Currency

Answer: A

NEW QUESTION 929
- (Topic 10)
What other permissions does the "Manage Analytic Snapshots" permission require (Select all that apply).

A. Schedule Dashboards
B. Run Reports
C. Manage All Data
D. View Setup and Configuration

Answer: ABD

NEW QUESTION 933
- (Topic 10)
Editing Records: Which of these is NOT true? I can edit fields by:

A. Clicking the "edit" button within a record detail page
B. Double clicking within a field to add or edit data
C. Selecting multiple records within a list view and editing them all at once
D. Calling Bill and making him edit my fields for me

Answer: D

NEW QUESTION 935
- (Topic 10)
Your System Administrator must reset your password for you if you lose it.

A. True

B. False

Answer: B

NEW QUESTION 938
- (Topic 10)
When creating a Many-to-Many relationship you will need to use a

A. Junction Object
B. Lookup Field
C. Sharing Rules
D. Workflow Field update

Answer: A

NEW QUESTION 942
- (Topic 10)
If a user's profile contains log in hour restrictions which of the following time zones is used to calculate the hours they have access to Salesforce.com CRM?

A. Organization wide default time zone
B. User's time zone
C. Time zone set in the user's profile

Answer: A

NEW QUESTION 943
- (Topic 10)
Which one of these is NOT a recorded "activity" in SFDC?

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

Answer: B

NEW QUESTION 947
- (Topic 10)
Roll-up summary fields are not visible to users if they reference fields the user can't see.

A. True
B. False

Answer: B

NEW QUESTION 950
- (Topic 10)
You cannot delete all the record types for an object if the object is referenced in which of the following:

A. Apex Code script
B. Page layouts
C. Profiles

Answer: A

NEW QUESTION 954
- (Topic 10)
If your org is configured for data export, you can generate backup files manually how often?

A. Everyday
B. Once every 6 days
C. Once every 15 days
D. Once every 5 days

Answer: B

NEW QUESTION 955
- (Topic 10)
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

NEW QUESTION 960
- (Topic 10)
When a field is deleted it sits in the recycling bin for 30 days

A. True
B. False

Answer: B

NEW QUESTION 962
- (Topic 10)
For each profile, you can set the hours when users can log in and the IP addresses from which they can log in.

A. True
B. False

Answer: A

NEW QUESTION 965
CORRECT TEXT - (Topic 10)
Which tabs are restricted from multiple record types?

A.

Answer: HomeForecastsDocumentsReportsConsolesandWebtabs

NEW QUESTION 968
- (Topic 10)
Which of the following can be done on the Activity Settings page at Your Name | Setup | Customize | Activities | Activity Settings?

A. Enable Group Tasks.
B. Mass transfer activities.
C. Enable Email Tracking.
D. Show Event Details on Multi-User Calendar View.
E. Enable Email Attachements.
F. Change the Activities page layout.

Answer: ACD

NEW QUESTION 969
- (Topic 10)
I can merge 3 records at a time in SFDC to clean up dupe.

A. True
B. False

Answer: A

NEW QUESTION 971
- (Topic 10)
When creating users, does the alias need to be unique?

A. Yes
B. No

Answer: B

NEW QUESTION 974
- (Topic 10)
Personalizing SFDC: If I want to update my personal info, email settings, etc. I have to:

A. Contact head office
B. Click "set up" in salesforce.com and edit my info

Answer: B

NEW QUESTION 975
- (Topic 10)
When are custom fields removed from the recycle bin?

A. 45 days
B. 30 days
C. 60 days
D. 90 days

Answer: A

NEW QUESTION 980
- (Topic 10)
You can rename standard Tabs and Objects. 9962077244

A. True
B. False

Answer: A

NEW QUESTION 982
- (Topic 10)
Records & Record Detail Pages: I can edit data for multiple records at once by selecting each of them within a list view, Clicking on one of the records, and choosing the field to edit for all.

A. True
B. False

Answer: A

NEW QUESTION 984
- (Topic 10)
Select the option that is NOT true of the "stay in touch" feature in SFDC:

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

Answer: C

NEW QUESTION 989
......