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NEW QUESTION: 1

CORRECT TEXT

What do Account Teams do?

Answer:

Focuses

on Account Records being shared to a specified group of users based on the Account Owner

NEW QUESTION: 2

"#Error!" displays on report cells if your custom summary formula output is over 18 digits.

A. False

B. True

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 3

What is an option when customizing a report? (3 answers)

A. Schedule a refresh time

B. Add a filter

C. Add a grouping

D. Add a gauge component

E. Summarize fields

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

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 ([LEAVE A REPLY](#))

NEW QUESTION: 5

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: (SHOW ANSWER)

Section: Volume A

Explanation

NEW QUESTION: 6

For custom object records to appear in search results associated tab only needs to exist; the tab does not have to be visible to users.

- A. True
- B. False

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

Section: Volume E

NEW QUESTION: 7

A case is created from a web form. Who will assign ownership if no active assignment rules exist?

- A. System Administrator
- B. Default workflow user
- C. Automated Case owner
- D. Default Case Owner

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

NEW QUESTION: 8

Name one place where inline Editing is not currently possible. (Choose 2 answers)

- A. List Views
- B. Related Lists

- C. Edit Page
- D. All of the above

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

Section: Volume B

NEW QUESTION: 9

Which types of files can be accessed from the Files tab?

- A. Files uploaded to the Documents tab
- B. Files uploaded to the Solutions tab
- C. Files in Content Workspaces
- D. Files attached to a Chatter group post
- E. Files attached to a Chatter profile post

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

NEW QUESTION: 10

Ursa Major Solar uses data from the grand total of a custom report to create their dashboard. Which two components will populate the grand total properly?

Choose 2 answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 11

What are three characteristics of a master-detail relationship?

Choose 3 answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 12

All fields on the Approval page layout are available to view on the Approval History related list

- A. True
- B. False

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

Section: Volume B

Explanation

NEW QUESTION: 13

On the page layout, some standard fields have properties which cannot be changed (e.g. the Created By and Modified By fields)

- A. True
- B. False

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

NEW QUESTION: 14

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 ([LEAVE A REPLY](#))

Section: Volume C

NEW QUESTION: 15

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

Answer: (SHOW ANSWER)

Section: Volume A

NEW QUESTION: 16

Which of the following objects support business processes?

- A. Cases
- B. Knowledge
- C. Opportunities
- D. Campaigns

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

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NEW QUESTION: 17

Conditional Highlighting only applies to the first summary field column in the table?

- A. True
- B. False

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

NEW QUESTION: 18

Northern trail Outfitter wants to use contract hierarchy in its or to display contact association.

What should the administrator take into consideration regarding the contact hierarchy?

- A. Contact Hierarchy is limited to only 3,000 contacts at one time.
- B. Sharing setting are ignored by contacts displayed in the Contact Hierarchy.
- C. Contacts displays in the contact hierarchy are limited to record-level access by User.
- D. Customizing hierarchy columns changes the recently viewed Contacts list view.

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

NEW QUESTION: 19

Unmanaged packages do not include locked components but can be upgraded?

- A. True
- B. False

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

Section: Volume E

NEW QUESTION: 20

Ursa Major Solar (UMS) is using the workflow field update.

Which two actions can UMS complete with this feature?

Choose 2 answers

- A. Modify the record type of a record.
- B. Apply a specific value to a field.
- C. Choose a formula field for a field update.
- D. Update the value of a field on a child object.

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

NEW QUESTION: 21

Which will appear on your pipeline report?

- A. Leads
- B. Opportunities
- C. Accounts

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

Section: Volume J

Explanation

NEW QUESTION: 22

The Self Service Portal and Customer Portal are the same technology?

- A. Yes
- B. No

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

Section: Volume G

NEW QUESTION: 23

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 ([LEAVE A REPLY](#))

Section: Volume A

NEW QUESTION: 24

The sales operations team at Universal Containers purchase a list of shipping companies they would like to be imported into the Salesforce org ... import Wizard. Some companies on the list may already be customers.

Which fields should administrator use to prevent duplicates when importing these Account records?

- A. Owner name and Account Name.
- B. Account name and Account Site.
- C. Account name and Created Date.
- D. Account Name and Billing Address.

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

NEW QUESTION: 25

If a Report is run which returns 20,000 records then:

- A. First 2K records are displayed in the UI
- B. All 20K records are displayed in the UI
- C. Report Fails and an error is reported
- D. 10 Reports each having 2K records are created

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 26

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 ([LEAVE A REPLY](#))

Section: Volume D

NEW QUESTION: 27

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 28

Which objects can be customized for history tracking?

- A. Campaigns, Contracts, Custom Objects, and Solutions
- B. Cases, Leads, Solutions, Contracts, and Custom Objects
- C. Opportunities, Leads, and Contracts
- D. Solutions, Cases, Leads and Opportunities

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

NEW QUESTION: 29

Create ads that display on search engines is possible in Salesforce using:

- A. AOL
- B. Google

C. Yahoo

D. MSN

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

NEW QUESTION: 30

Do users have to display the jump page every time they create a new record?

A. Yes

B. No

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

Explanation/Reference:

NEW QUESTION: 31

Case escalation rules triggered on the last modification will be reset each time a user adds a related comment to the case?

A. True

B. False

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

Section: Volume E

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NEW QUESTION: 32

An administrator for Ursa Major Solar wants to allow internal users to view a dashboard as a Sales Manager within a given sales region.

How can these be configured?

A. Create a dashboard to run as the logged-in user.

B. Create 3 dashboard to run as 3 specified user,

C. Create a dashboard with multiple components.

D. Create a dashboard for all opportunities in the region

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

NEW QUESTION: 33

Select the best component to use if you want to list the top five sales performers on a dashboard.

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

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

NEW QUESTION: 34

The administrator at Ursa Major Solar has created a new record type for customer warranty Cases.

Which two assignments should the administrator use to display the new record type to users?

Choose 2 answers

- A. Role Assignment
- B. Page Layout Assignment
- C. Profile Assignment
- D. App Manager Assignment

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 35

When you configure Search Settings for Your Organization, the new value must be between 5 and 50

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

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

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

NEW QUESTION: 37

The service department at Universal Containers wants its agents to capture and display different Information on Case records based on whether customers are calling In with a complaint, question, or product suggestion. Which three features should the System Administrator use to fulfill this requirement?

Choose 3 answers

- A. Field level security
- B. Record types
- C. Permission sets
- D. Support processes
- E. Page layouts

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

NEW QUESTION: 38

What are two good use cases for Salesforce approval process? (Choose two.)

- A. A sales process where the approval manager is randomly assigned from a public group of managers and a second approval by the Sales VP.
- B. A sales process that involves approval to a queue member for all Opportunities and an additional approval by a Sales VP for Opportunities over a certain amount.
- C. A sales process where the first level approval can be denied and automatically routed to the Sales VP for final approval.
- D. A sales process that involves approvals for all Opportunities by a Sales VP where a Sales VP is allowed to delegate their approval to someone else.

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

NEW QUESTION: 39

You can create parent/child relationships directly from the CSV import file

- A. False
- B. True

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

NEW QUESTION: 40

It is possible to share a custom object record manually

- A. False
- B. True

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

NEW QUESTION: 41

Which of the following statements are true about trusted ranges?

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

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

NEW QUESTION: 42

How can an Administrator customize campaign members? Choose 2 answers: MMM

- A. Customize the campaign history related list to include campaign member custom fields
- B. Display key campaign member data on an opportunity record
- C. Create an approval process for new campaign members
- D. Display Lead or Contact data directly on a campaign member record

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

NEW QUESTION: 43

What objects have standard business processes?

- A. Opportunity
- B. Sales (Opportunities)
- C. Leads
- D. Solutions
- E. Cases
- F. Contacts

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

NEW QUESTION: 44

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

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

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

NEW QUESTION: 45

The call center manager at 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 fulfill the request?

- A. Bucket Column
- B. Dashboard Component
- C. Dashboard Filter
- D. Combination Chart

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 46

SIMULATION

Where would you make a field required?

Answer:

Page Layout

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NEW QUESTION: 47

Salesforce.com instance has Multiple Currencies as Activated. What is the maximum granularity available for tracking changes in Currency Rates

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 48

Identify the statements that define Apex data loader?

- A. Can be used to read,extract and load data from CSV
- B. Can be used to insert or extract SF records
- C. Can be used only to update and delete SF records
- D. Can be used to read,extract and load data from any MS office file
- E. Can be used to insert,update,delete or extract SF records

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 49

Where do images for email templates, Cloud Scheduler, etc. need to be stored?

- A. In SF Documents

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

NEW QUESTION: 50

A user at Ursa Major Solar attempts to log in to Salesforce from an IP address that is outside the login IP range on the user's profile but within the organization-wide trusted IP range.

What occurs as a result of this scenario?

- A. The user will be able to log in after the computer is activated.
- B. The user will be unable to log in at all.
- C. The user will be able to log in without activating the computer.

D. The user will be able to log in after answering one security question.

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

Section: Volume L

Explanation

NEW QUESTION: 51

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 ([LEAVE A REPLY](#))

NEW QUESTION: 52

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 Role Hierarchy

C. The Record Owner, a User above the Record Owner, and the System Administrator

D. The Record Owner and System Administrator

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

Section: Volume A

NEW QUESTION: 53

Which of the following does not need business process?

A. Opportunities

B. Cases

C. Contacts

D. Leads

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

NEW QUESTION: 54

When users log in to Salesforce, either via the user interface, the API, or a desktop client Salesforce CRM confirms the log in is authorized using all of the following EXCEPT:

A. If profile-based IP address restrictions aren't set, then Salesforce CRM checks whether the user is logging in from an IP address she or he hasn't used to access Salesforce CRM before

B. Salesforce CRM checks whether the organization has login hour restrictions. If login hour restrictions are specified, any login outside the specified hours is denied.

C. Salesforce CRM checks whether the user's profile has login hour restrictions. If login hour restrictions are specified for the user's profile, any login outside the specified hours is denied.

D. Salesforce CRM then checks whether the user's profile has IP address restrictions. If IP address restrictions are defined for the user's profile, any login from an undesignated IP address is denied and any login from a specified IP address is allowed

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

NEW QUESTION: 55

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: (SHOW ANSWER)

Section: Volume C

NEW QUESTION: 56

Which is a consideration when creating a drill-to-detail dashboard component?

A. The source report must be grouped by record name, record owner, or feed post.

B. Drill-to-detail must be enabled on the custom report type.

C. The source report must be stored in the drill-to-detail folder.

D. The dashboard component type must be a gauge.

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

NEW QUESTION: 57

Ursa Major Solar needs a case to be automatically created.

Which three features can an administrator use to accomplish this goal? Choose 3 answers

A. Email-to-case

B. Lightning for Outlook

C. SMS-to-case

D. Process Builder

E. Web-to-case

Answer: (SHOW ANSWER)

NEW QUESTION: 58

Determine if the description is Master/Detail or Lookup: For reporting parent and child fields available

A. Master/Detail

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

NEW QUESTION: 59

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

A. View the account

B. Edit the account

C. Transfer the account

D. Delete the account

E. Share it to other users

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

Section: Volume H

NEW QUESTION: 60

Public groups can be used to simplify the creation of sharing rules for Administrators.

A. True

B. False

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

Section: Volume A

NEW QUESTION: 61

Sales reps at Urso Solar are having difficulty managing deals. The leadership team has asked the administrator to help sales reps prioritize and close more deals.

What should the administrator and close more deals.

A. Einstein Opportunity Scoring

B. Einstein Search Personalization

C. Einstein Activity Capture

D. Einstein Lead Scoring

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

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NEW QUESTION: 62

You can create parent/child relationships directly from the CSV import file

- A. False
- B. True

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

NEW QUESTION: 63

If a user leaves your company, the system administrator should do the following to prevent future access to the Salesforce org.

- A. De-activate their user record
- B. Delete their user record
- C. Delete any accounts or contacts owned by that user
- D. None of the above

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

NEW QUESTION: 64

As part of a Salesforce Stakeholder meeting, the CTO of Universal Containers asks the System Administrator to provide information for Total Salesforce Licenses, Used Licenses, and the Remaining Salesforce licenses. Where would a System Administrator find this information?

- A. Profiles
- B. Users
- C. Company Information
- D. Critical Updates

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

NEW QUESTION: 65

Which of the following are enhancements included in the Spring 11 release?

- A. You get scatter charts, a new chart type for reports.
- B. Group and Professional Edition organizations can use report builder.
- C. All profiles get access to the report builder by default.
- D. The old report wizard is totally phased out.
- E. Chatter feed posts now has a "like" option.

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

NEW QUESTION: 66

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

- A. Add and remove users from territories

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

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

NEW QUESTION: 67

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

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

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

Section: Volume A

NEW QUESTION: 68

Fill in the blank.

Why are Sharing Rules used?

Answer:

See the answer below

Explanation/Reference:

Explanation:

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: 69

What feature allows a user to. group campaigns within a specific marketing program or initiative?

- A. Campaign hierarchy
- B. Campaign influence
- C. Campaign lists
- D. Campaign members

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

NEW QUESTION: 70

Reports and views are not renamed based on the new label value

- A. True
- B. False

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

NEW QUESTION: 71

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](#))

Section: Volume I

NEW QUESTION: 72

Which of the following feature allows you to send an email when an opportunity reaches a threshold value?

- A. Big Ticket Email
- B. Big Deal Alert
- C. Validation Rule
- D. Opportunity Alert

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

NEW QUESTION: 73

Ursa Major Solar has an opportunity record with a close of November 15, which fulfill criteria of a time-dependent workflow rule. The time-dependent action is scheduled for November S.

The opportunity is edited before November S, however, and longer meets the criteria. What happens to the time-dependent action?

- A. It is put on hold.
- B. It is automatically removed from the queue.
- C. It will execute on November 8.
- D. It will execute on November 15.

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

NEW QUESTION: 74

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

Explanation/Reference:

NEW QUESTION: 75

Users in separate departments are able to see and edit different fields on Opportunities. The Sales team can edit all fields on the Opportunity while the Support team has read-only access to these fields.

Where is field -level Security controlled for users on these teams?

- A. Sharing Rules
- B. Profile
- C. Public Groups
- D. Role

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 76

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

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

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

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NEW QUESTION: 77

What are the three core building blocks of Security and Access in Salesforce?

- A. Sharing
- B. Profiles
- C. Profile Restriction
- D. Organization-wide Defaults
- E. Role Hierarchy
- F. Chatter Groups

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 78

When using Territory Management, can an opportunity be associated with multiple territories?

A. Yes

B. No

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

Section: Volume K

Explanation/Reference:

Accounts and Users can be associated with multiple opportunities but Opportunities can only be in one territory.

NEW QUESTION: 79

Custom Fiscal Year works on a define once and use everywhere Rule Select

A. True

B. False

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

Section: Volume H

Explanation/Reference:

NEW QUESTION: 80

How are Cases assigned?

A. Assignment Rule

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

NEW QUESTION: 81

Users at Ursa Major Solar are trying to create Opportunities.

When populating a custom picklist field, the users receive errors. Additionally, when the users select either of the two values in the picklist, they receive different error messages above the field and are unable to save the Opportunities.

Why is this error likely occurring?

A. The two picklist values are unavailable to the Record Type.

B. The picklist field has contradicting validation rules.

C. The users don't have access to the Large Enterprise Record Type.

D. The users don't have access to the picklist field.

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

NEW QUESTION: 82

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 ([LEAVE A REPLY](#))

Section: Volume J

Explanation/Reference:

NEW QUESTION: 83

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 ([LEAVE A REPLY](#))

NEW QUESTION: 84

If single sign-on is enabled for your organization, API and desktop client users cannot log in to Salesforce CRM unless their IP address is included on your organization's list of trusted IP addresses or on their profile, if their profile has IP address restrictions set.

A. True

B. False

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

NEW QUESTION: 85

At Universal Containers, a user's department determines which fields the user can see and edit on Opportunities. For example, users on the Sales team can edit all fields on the Opportunity, while users on the Support team have read-only access to these fields. In which location is field-level security controlled for users on these teams?

A. Sharing Rules

B. Role

C. Profile

D. Public Groups

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

NEW QUESTION: 86

What statement is true regarding a custom field formula?

A. Formula can reference themselves

B. 4000 character is the limit on the compiled size of the formula

C. Can contain formulas upto 4000 character

D. Not reference standard, custom, or other objects

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 87

A Salesforce user at Universal Containers has been deactivated.

What will happen to the records the user owns in Salesforce?

- A. All records are automatically assigned to another user.
- B. All records are assigned to the deactivated user until reassigned.
- C. All records are automatically deleted.
- D. All records are automatically assigned to the Administrator.

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

NEW QUESTION: 88

Ursa Major Solar has the following environment and requirements:

- * Critical, high-priority accounts have an assigned District Manager, Sales Representative, Inside Sales Representative, and Customer Service Representative.
- * The Sales Manager wants to prevent these accounts from being inadvertently contacted more than once on the same day.
- * The Sales Manager wants to report on various customer interactions.

How should the administrator fulfill these requirements?

- A. Enter comments into the notes section on the account.
- B. Post customer interactions in Chatter on the account.
- C. Log a case on the account.
- D. Log a separate task, call, or activity on the account.

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

NEW QUESTION: 89

What is a valid organization -wide default option for the Account object?

- A. No Access
- B. Public Read/Write/Transfer
- C. Private
- D. Public Read/Write/Delete

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

NEW QUESTION: 90

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 ([LEAVE A REPLY](#))

Section: Volume H

Explanation

NEW QUESTION: 91

You can set up Salesforce to automatically send email alerts, assign tasks, or update field values based on your organization's workflow

A. False

B. True

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

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NEW QUESTION: 92

Which Type of Reports can't be used to create groups of data or charts?

A. Tabular

B. Summary

C. Matrix

D. None of the Above

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

Section: Volume E

Explanation/Reference:

NEW QUESTION: 93

Which setting on a profile makes a tab NOT accessible in the All App Launcher or visible in any app, but still allows a user to view records that would normally be found under this tab?

A. Object Permissions

B. Tab Settings

C. App Permissions

D. Org-wide Defaults

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

NEW QUESTION: 94

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: ([SHOW ANSWER](#))

Section: Volume H

NEW QUESTION: 95

Which of the following statements about a user record are true?

- A. Each has its own username which is not necessarily unique.
- B. Both active and inactive users use license.
- C. Each user must be associated with a profile.
- D. Each has its own unique username.
- E. Some users are not associated with any Role.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 96

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

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

NEW QUESTION: 97

Which Step is not a part of creating custom application?

- A. Adding a logo
- B. Selecting profiles
- C. Creating a custom object
- D. Selecting tabs

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

NEW QUESTION: 98

In order to update records using the Data Loader, what field must be present in the csv file?

- A. Owner
- B. Object Name
- C. Record Owner
- D. Salesforce ID

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 99

Which of following is granted by the Manage Cases Permission? (Choose all that apply.)

- A. Set support business hours
- B. Edit the Support settings
- C. Set up Email-to-Case
- D. Mass Transfer Cases
- E. Create, Edit, and Delete custom fields on the Case Object

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

Section: Volume J

NEW QUESTION: 100

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: ([SHOW ANSWER](#)**)**

Section: Volume C

Explanation

NEW QUESTION: 101

Select the user permissions which override field-level security (Select all that apply):

- A. Modify All Data
- B. View All Data
- C. Configure UI
- D. View Encrypted Data

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

Section: Volume I

NEW QUESTION: 102

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

- A. Dynamic Dashboards
- B. This is not possible
- C. Dashboard Filters
- D. Dashboard Snapshots

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

NEW QUESTION: 103

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

- A. No
- B. Yes

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

NEW QUESTION: 104

Which Import functionality of salesforce.com should be used if one needs to import the 30000 Cases in Salesforce.com?

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

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

NEW QUESTION: 105

Which of the following is true about salesforce?

- A. Dozens of std reports are provided by SF
- B. Std reports address to top needs of most users from sales to marketing
- C. Std reports can be customized and saved under a new name
- D. Std reports give you access to data you cant normally see

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

Section: Volume H

NEW QUESTION: 106

The value in a Custom Field called Salary is 50,000. What would the formula, ISNUMBER (Salary_c), return

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

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

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NEW QUESTION: 107

You can not use the browser's print function to print reports.

- A. False
- B. True

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

NEW QUESTION: 108

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

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

NEW QUESTION: 109

You can use standard reports when creating

- A. True
- B. False

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

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