

## Salesforce.ADX-201C.v2022-04-18.q165

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### NEW QUESTION: 1

How many External ID fields can you have per object?

External ID: When importing custom objects, solutions, or person accounts, you can use external IDs to prevent duplicate records from being created as a result of the import operation.

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

Answer: ([SHOW ANSWER](#))

### NEW QUESTION: 2

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

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

Answer: ([SHOW ANSWER](#))

### NEW QUESTION: 3

You cannot change the name of the default Person Account record type, and you cannot create additional record types for Person Accounts

- A. False
- B. True

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

**NEW QUESTION: 4**

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

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

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

**NEW QUESTION: 5**

A Lookup Field Relationship Select the correct choice

- A. Links two Salesforce.com instances together
- B. Links two objects together
- C. Links two page layouts together
- D. Links two formulas together

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

**NEW QUESTION: 6**

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 ([LEAVE A REPLY](#))**

**NEW QUESTION: 7**

Data Validation Rules are executed for a field (vs. as record).

- A. True
- B. False

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

**NEW QUESTION: 8**

What type of field can a lookup filter be applied to? Choose 3 answers mmm

- A. Hierarchical relationship fields
- B. Master-Detail relationship fields
- C. Lookup fields to the Activity object
- D. Relationship fields for records owned by queues

E. Lookup fields to the Account, Contact, User, and Custom Objects

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

#### **NEW QUESTION: 9**

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

A. True

B. False

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

#### **NEW QUESTION: 10**

What is true regarding a Running User

A. The Running User overrides the sharing model and will allow the users who see the dashboard to see high level sales data for everyone, except their own

B. The Running User follows the sharing model and will allow the users who see the dashboard to see high level sales data for just what they own

C. The Running User follows the sharing model and will allow the users who see the dashboard to see high level sales data for just what they own plus role hierarchy.

D. The Running User overrides the sharing model and will allow the users who see the dashboard to see high level sales data for everyone, not just their own

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

#### **NEW QUESTION: 11**

A default person account record type named "Person Account" is automatically created when person accounts are enabled for your organization.

A. True

B. False

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

#### **NEW QUESTION: 12**

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

A. True

B. False

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

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

#### **NEW QUESTION: 13**

Which Salesforce editions support Sandbox?

A. Unlimited

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

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

**NEW QUESTION: 14**

How can Chatter feed for content can be used? Choose 2 answers MMM

- A. To search for files posted to Chatter from content
- B. To link a workspace to a Chatter from content
- C. To share files from a workspace to a feed
- D. To store Chatter posts in content

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

**NEW QUESTION: 15**

Define the Solution Manager Profile.

**Answer:**

Standard user  
perm + can manager  
solutions & solution  
categories

**NEW QUESTION: 16**

A controlling picklist can have up to how many values?

- A. 450
- B. 300
- C. 350
- D. 399
- E. 500
- F. 400

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

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**NEW QUESTION: 17**

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

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 18**

The size limit for documents uploaded is:

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

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 19**

Multiple record types may be created for every tab, with the exception of

- A. Reports
- B. Home
- C. Accounts
- D. Opportunity
- E. Forecasting

**Answer: A,B,E (LEAVE A REPLY)**

**NEW QUESTION: 20**

What would you change if all of your online help was displayed in English and you wanted it to be German?

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

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 21**

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

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 22**

What is the maximum length of a Text Area?

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

**Answer: C (LEAVE A REPLY)**

#### **NEW QUESTION: 23**

When are Formula Fields recalculated?

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

**Answer: A (LEAVE A REPLY)**

#### **NEW QUESTION: 24**

Which is a capability of Chatter? Choose 3 answers:

- A. Share updates, files, and links with Leads and Contacts
- B. Follow people within Salesforce organization
- C. Receive recommendations for users and records to follow
- D. Post updates, files, links to Chatter pages
- E. Receive updates related to records followed by a user

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

#### **NEW QUESTION: 25**

What is the maximum number of values you can have in a picklist?

- A. 500
- B. 1.000
- C. 600

D. 2.000

E. 250

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

**NEW QUESTION: 26**

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

A. The Running User

B. Preferred Start Time

C. Email Report

D. Start Date

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

**NEW QUESTION: 27**

How many records of a custom object can a System Admin import using the Salesforce Import Wizard?

A. 50000

B. 500000

C. 5000

D. 500

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

**NEW QUESTION: 28**

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

A. The junction object is deleted

B. The intersection object is deleted

C. The related field in the junction object is deleted

D. The master records are deleted

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

**NEW QUESTION: 29**

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

A. FALSE

B. TRUE

C. 50.000

D. Depends on the Users Locale

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

**NEW QUESTION: 30**

Queues can be made up of the following

- A. Public Groups
- B. Roles
- C. Users
- D. External Chatter Users
- E. Profiles

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

#### **NEW QUESTION: 31**

When controlling and dependent fields are available in Connect Offline...

- A. You can only edit the dependent field
- B. You will be able to edit one, with it automatically updating the other
- C. You can only edit the controlling field
- D. The logic between them is not available

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

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#### **NEW QUESTION: 32**

Up to 25 custom lookup fields can be defined per object.

- A. True
- B. False

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

#### **NEW QUESTION: 33**

What can an administrator customize for the Service Cloud console?

- A. The interaction log fields displayed for objects without an Activity History related list
- B. Whether the record opens as a primary tab or subtab
- C. Whether the SoftPhone displays in the footer or sidebar
- D. The objects displayed in the navigation tab
- E. The fields displayed in the highlights panel

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

#### **NEW QUESTION: 34**

Which takes precedence: User's language setting or Company profile default language?

**Answer:**

User's  
language setting.

**NEW QUESTION: 35**

What is the new Chart type available after Spring 11?

- A. Master Charts
- B. Chatter Charts
- C. Report Charts
- D. Scatter charts

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

**NEW QUESTION: 36**

Multiple record types may be created for every tab with the exception of:

- A. Forecast Tab
- B. Leads Tab
- C. Report Tab
- D. Home Tab
- E. Documents Tab

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

**NEW QUESTION: 37**

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

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

**NEW QUESTION: 38**

Do Validation rules get enforced on the Lead Conversion?

- A. Yes
- B. No

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

**NEW QUESTION: 39**

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

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

#### **NEW QUESTION: 40**

What are the Start of Day and End of Day fields used for on the User Object?

- A. Sets an Out-Of-Office Message
- B. Restricts log in access to those times
- C. Used to define the times that display in the user's calendar

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

#### **NEW QUESTION: 41**

Inline editing updates the field when

- A. When the return key is pressed
- B. When the record is saved/updated
- C. None of the above
- D. The field is saved/updated

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

#### **NEW QUESTION: 42**

Roll-up summary fields are not visible to users if they reference fields the user can't see.

- A. True
- B. False

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

#### **NEW QUESTION: 43**

Which is true about Salesforce Knowledge Sidebar for the Service Cloud Console?

- A. After spring 11 release, console users automatically see a sidebar that displays titles of Salesforce Knowledge articles that may solve the case they're working on.
- B. It automatically searches and returns articles from your knowledge base that match any of the words typed in the Subject of a case.
- C. There is no such thing as Knowledge Sidebar.

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

**NEW QUESTION: 44**

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

What happens when you delete an account with associated Widgits?

- A. The account is deleted, but the Widgits remain in Salesforce CRM
- B. You cannot delete the account without first deleting the associated "Widgits"
- C. The Widgits are deleted

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 45**

A user who has access to formula field can reference fields to which he or she doesn't have access to allowing him or her to view restricted data.

- A. False
- B. True

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 46**

What is a roll-up summary field?

- A. The roll up summary field is only accessible via API.
- B. The roll up summary field gives you a summary of the data type and object relationship
- C. A roll-up summary fields lets you rollback the data that was changed last week.
- D. The roll-up summary field is a custom field that aggregates child record information in to parent record

**Answer: D (LEAVE A REPLY)**

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**NEW QUESTION: 47**

Which of these is NOT true: it is possible to import my existing contacts from Outlook by:

- A. Sending emails to myself
- B. Connecting SFDC with Outlook and submitting contacts and leads to SFDC directly from my email
- C. Clicking "set-up" and using the import wizard

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

**NEW QUESTION: 48**

On Lead Conversion, the Close Date of the newly created opportunity is automatically set to?

- A. Last Day of Current Year
- B. Today
- C. Blank
- D. Last Day of Current Month
- E. Last Day of Current Quarter

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

**NEW QUESTION: 49**

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

**Answer:**

For tabs that have multiple record types defined, you can look at the Record Type field on the page. However, this field must be added to the page layout.

**NEW QUESTION: 50**

Field Sets works on both Standard as well as Custom Objects?

- A. False
- B. True

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

**NEW QUESTION: 51**

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

- A. False
- B. True

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

**NEW QUESTION: 52**

Data validation rules impact all supported objects except for...

**Answer:**

Forecasts and Territories

**NEW QUESTION: 53**

Define the Matrix Report.

**Answer:**

Summarizes

data in a grid against

horizontal and vertical

criteria. Matrix reports

provid

totals for both rows and columns. Matrix reports may also be used to support dashboard components.

**NEW QUESTION: 54**

I can email opportunities, accounts, leads, or contacts directly from SFDC, and all of these communications will be automatically saved in my activity history.

A. False

B. True

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

**NEW QUESTION: 55**

How many custom fields can be created on an object in an unlimited Edition?

A. 100

B. Unlimited Fields

C. 500

D. 200

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

**NEW QUESTION: 56**

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. Use Connect for Outlook because Salesforce for Outlook does not run without API.

C. You can create a report on those records and use the "Export Details" button.

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

**NEW QUESTION: 57**

Select all that are custom field types. (check all that apply)

A. List Box

B. Number

- C. Email
- D. Percent
- E. Phone

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

**NEW QUESTION: 58**

If the lead has a record type, the default record type of the new owner is assigned to records created during lead conversion.

- A. False
- B. True

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

**NEW QUESTION: 59**

What is true about Lead Assignment Rule?

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

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

**NEW QUESTION: 60**

There are no exceptions to the role heirarchy based sharing?

- A. True
- B. False

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

Contact sharing rules do not apply to private contacts. Notes and attachments marked as private via the Private checkbox are accessible only to the owner and administrators. An option on your organization-wide default allows you to ignore the hierarchies when determining access to data. Events marked as private via the Private checkbox are accessible only by the event owner. Managers in the role hierarchy cannot view or edit their subordinate's records if they do not have the "Read" or "Edit" user permissions for the type of record.

Object permissions are set on a user's profile.

**NEW QUESTION: 61**

How many app exchange apps can you install in PE?

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

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

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#### **NEW QUESTION: 62**

Select the option that is NOT true of opportunities:

- A. The amount field is not for the estimated amount of the sale, but dollar amount I will pay Bill Nuttall for processing my order.
- B. I should use consistent naming conventions when identifying my opportunities (ex: Account Name  
-  
Package offered)
- C. Expected Revenue is automatically generated by multiplying the Amount field by the Probability Field (I do not need to add this figure)
- D. Close Date should be the "best" guess as to when I will close a deal
- E. Probability is the confidence factor that I will win the Opportunity, and is typically based on the Stage Value

**Answer: A (LEAVE A REPLY)**

#### **NEW QUESTION: 63**

Identify the statements that define Apex data loader?

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

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 64**

Joe is attempting to import an invalid value into a picklist field. The import wizard will respond with an error message.

- A. False
- B. True

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 65**

Identify the correct statement from the given list.

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

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

**NEW QUESTION: 66**

Documents count toward Data Storage.

- A. False
- B. True

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

**NEW QUESTION: 67**

What happens when you convert a Lead and an existing account and contact have the same name as the one specified on the lead?

- A. You can choose to update the existing account and contact.
- B. The account and contact will automatically be overwritten
- C. A new account and contact will be created with different Salesforce ID.
- D. The records will automatically update.
- E. The conversion will fail.

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

**NEW QUESTION: 68**

All of the following are true about Default Sales Teams EXCEPT:

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

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

**NEW QUESTION: 69**

Which email address option is available to override the From Email Address in a Workflow Email Alert?

- A. An active user's email address
- B. An active Administrator's email address
- C. An Organization -wide email address
- D. A manual entered email address

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

**NEW QUESTION: 70**

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

- A. True
- B. False

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

**NEW QUESTION: 71**

Determine if the description is Master/Detail or Lookup: No inherited sharing:

**Answer:**

Lookup

**NEW QUESTION: 72**

What are the three editions of Salesforce?

- A. PE Professional Edition
- EE Enterprise Edition
- UE Unlimited Edition

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

**NEW QUESTION: 73**

What is a Running User?

**Answer:**

Determines  
the level of access to  
the dashboard data

**NEW QUESTION: 74**

Determine if the description is Master/Detail or Lookup: Child is deleted when parent is deleted.

**Answer:**

Master/Detail

**NEW QUESTION: 75**

If you delete a case, which two also get deleted?

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

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

**NEW QUESTION: 76**

What do Account Teams do?

**Answer:**

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

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**NEW QUESTION: 77**

Can you include attachments in the Data Export.

- A. False
- B. True

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 78**

Which of the following components is displayed only if the record in the detail view has associated records?

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

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 79**

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

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

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

**NEW QUESTION: 80**

The following are true about scheduling and emailing reports.

- A. The report is emailed within 30 minutes of the Preferred Start Time
- B. All of the above
- C. All email recipients must have access to the same folder.
- D. The running user must have access to the folder in which the report is saved.
- E. The running user determines whose data is visible on the report.

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

**NEW QUESTION: 81**

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

- A. False
- B. True

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

**NEW QUESTION: 82**

What does the Role Hierarchy control?

**Answer:**

Controls data visibility and record roll up

**NEW QUESTION: 83**

Which of the following is an example of One-to-Many Relationships between Standard objects?

- A. Opportunities to Opportunity Products
- B. Contacts to Accounts
- C. Accounts to Contacts
- D. Contacts to Tickets

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

**NEW QUESTION: 84**

Specifying a "running user" in dashboard means:

- A. Any user above running user can edit and delete the dashboard
- B. Any user below running user can view only their own records
- C. Any user can view all records that the running user role can view
- D. Only the running user can view the dashboard

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

**NEW QUESTION: 85**

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

- A. No
- B. Yes

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

**NEW QUESTION: 86**

You can rename standard Tabs and Objects. 9962077244

- A. False
- B. True

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

**NEW QUESTION: 87**

Which of the following was NOT a new feature in Summer 09?

- A. Enhanced Page Layout Editor
- B. Workflow Visualizer
- C. Enhanced Chart Analytics
- D. List Views for Sales Teams

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

**NEW QUESTION: 88**

Data validation ensures the integrity of data when data is exported in SF

- A. True
- B. False

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

**NEW QUESTION: 89**

On which OWD sharing defaults the Sharing Rules can't be defined?

- A. Sharing rules can be created on any of the above
- B. OWD is Private
- C. OWD is Public Read Only
- D. OWD is Public Read Write

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

**NEW QUESTION: 90**

You can share the Dashboard components snapshot with everyone in the Company with chatter?

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

D. Yes we can share, but only people having access to dashboard will be able to see the data

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 91**

Data Validation rules are also enforced using the API and Import Wizards.

A. False

B. True

**Answer: B (LEAVE A REPLY)**

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**NEW QUESTION: 92**

Record locking prevents users from editing a record only if they have certain field-level security or sharing settings.

A. True

B. False

**Answer: (SHOW ANSWER)**

Record Locking is a process of preventing users from editing a record regardless of field level security

/ sharing settings

**NEW QUESTION: 93**

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

A. Yes

B. No

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 94**

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

A. Any one of A or B

B. None of A or B

- C. Data Loader
- D. Import Wizard

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

**NEW QUESTION: 95**

Can an end user import Members into a Campaign?

- A. False
- B. True

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

**NEW QUESTION: 96**

Which objects can be customized for history tracking?

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

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

**NEW QUESTION: 97**

You can use inline editing to maintain all detail pages in the application except for....?

**Answer:**

Documents  
and Forecasts

**NEW QUESTION: 98**

In List View Enhancements, users can export list results to CSV file

- A. False
- B. True

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

**NEW QUESTION: 99**

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

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

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

**NEW QUESTION: 100**

In which of the following edition you can create a Managed Package?

- A. Enterprise Edition
- B. Unlimited Edition
- C. Developer Edition
- D. Full Test Sandbox
- E. Professional Edition

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

**NEW QUESTION: 101**

When you click Printable view , the report will display in a print ready format in Excel?

- A. False
- B. True

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

**NEW QUESTION: 102**

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

- A. True
- B. False

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

**NEW QUESTION: 103**

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

- A. App Setup
- B. Administration Setup
- C. Data Setup
- D. Personal Setup

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

**NEW QUESTION: 104**

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

- A. Whether or not the record gets deleted
- B. Whether or not the field is required
- C. An Error Message
- D. What email gets sent if the Rule triggers

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

**NEW QUESTION: 105**

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. No

B. Yes

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

**NEW QUESTION: 106**

Final reject actions can include actions such as email alerts

A. False

B. True

Answer: ([SHOW ANSWER](#))

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**NEW QUESTION: 107**

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

A. True

B. False

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 108**

What is the maximum length of the field type "Text Encrypted"?

A. 255

B. 128

C. 191

D. 256

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 109**

What is the purpose API Token field on the User object?

A. Enables users to receive an API token

B. Indicates whether an API token has ever been reset.

C. Displays the users API token

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 110**

Will WF evaluate rules retroactively?

- A. Yes
- B. No

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

Explanation

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

**NEW QUESTION: 111**

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

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

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

**NEW QUESTION: 112**

A new list view can be created from within the console

- A. False
- B. True

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

**NEW QUESTION: 113**

Define the Read Only Profile.

**Answer:**

Can only view records

**NEW QUESTION: 114**

Who can import data for all users?

**Answer:**

System Admin  
and Marketing User

Profile can import  
Leads.

**NEW QUESTION: 115**

Time-Dependent Workflow - Maximum Triggers Allowed Per Rule:

- A. Maximum of 50 time triggers per rule
- B. Maximum of 10 time triggers per rule
- C. Maximum of 20 time triggers per rule

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

**NEW QUESTION: 116**

How many workflow rules can you create per entity?

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

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

**NEW QUESTION: 117**

Which of the following can be used to create a back up of data from Salesforce?

- A. Data Loader
- B. Dashboards
- C. Weekly Data Export
- D. Import Wizard
- E. Reports

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

**NEW QUESTION: 118**

For which objects you have business processes?

- A. Opportunity
- B. Solutions
- C. Account / Contact
- D. Lead
- E. Case

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

**NEW QUESTION: 119**

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. False
- B. True

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 120**

If you give a user the "Weekly Data Export" permission, which is needed to export data, he or she has view access to all data that is exported and can see all custom objects and fields in the Weekly Export Service regardless of their other profile settings.

- A. True
- B. False

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 121**

What happens when an email is sent to a customer from a case?

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

**Answer: A (LEAVE A REPLY)**

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**NEW QUESTION: 122**

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

- A. False
- B. True

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 123**

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. Use similar opportunities to show opportunities related to the product manager

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

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

**NEW QUESTION: 124**

If you change the data type of any custom field used for lead conversion, that lead field mapping will be deleted:

- A. True
- B. False

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

**NEW QUESTION: 125**

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

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

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

**NEW QUESTION: 126**

If you relabel a Standard Object the standard list views on every Salesforce tab will automatically be renamed.

- A. True
- B. False

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

**NEW QUESTION: 127**

The Director of Sales wants a report that shows the Opportunity pipeline for the current and next fiscal quarters. This report should be grouped by Sales Rep and Opportunity Stage. Which report format would you use to create this custom report?

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

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

**NEW QUESTION: 128**

What needs to be specified to schedule a Report?

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

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

**NEW QUESTION: 129**

What is Force.com Builder? Choose 3 answers:

- A. Point-and-click customization tool
- B. Build custom Applications
- C. Modify the applications to meet your needs - (No- Coding)
- D. Customize standard applications provided by Salesforce.com or build their own on-demand applications
- E. Group standard and custom tabs into new custom applications

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

**NEW QUESTION: 130**

With sharing rules one can make automatic exceptions to the organization-wide default for defined sets of users.

- A. False
- B. True

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

**NEW QUESTION: 131**

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

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

**NEW QUESTION: 132**

Mass Mail Contacts option doesn't appear under the Tools section in the Contacts tab, what could have caused this?

- A. Email is unchecked for that profile in FLS

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

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

**NEW QUESTION: 133**

Define the Marketing User Profile.

**Answer:**

Standard user  
perm + can import  
leads for the Org

**NEW QUESTION: 134**

SFDC allows me to add a reporting hierarchy (or organization chart) to my contacts. This way I can better understand the structural dynamics within the businesses I am selling to, and remember who to contact for certain aspects of a sale.

- A. False
- B. True

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

**NEW QUESTION: 135**

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

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

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

**NEW QUESTION: 136**

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

- A. True
- B. False

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

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**NEW QUESTION: 137**

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. DATE(date\_c)=DATE(today() )
- C. YEAR(date\_c)<>YEAR(today() )
- D. DATE(date\_c)=YEAR(today() )

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 138**

Which objects can be stored in a folder?

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

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

**NEW QUESTION: 139**

Standard profile permissions cannot be edited.

- A. False
- B. True

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 140**

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

- A. True
- B. False

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 141**

You can use standard reports when creating

- A. False
- B. True

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 142**

All of the following objects may have a queue EXCEPT

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

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

**NEW QUESTION: 143**

In order to implement more business process multiple record types must also be implemented:

- A. False
- B. True

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

**NEW QUESTION: 144**

Partner portal and customer portal users aren't required to activate computers to log in.

- A. True
- B. False

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

**NEW QUESTION: 145**

How many Custom Summary Formulas can you have per report?

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

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

**NEW QUESTION: 146**

You can update licenses on the Company Profile.

- A. False
- B. True

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

**NEW QUESTION: 147**

You must run the report before you can print or export it because the Printable View and Export details buttons are not available in the report builder.

A. False

B. True

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

#### **NEW QUESTION: 148**

Describe the components of the Console tab:

**Answer:**

Frames, list

view, detail view, mini

view, sidebar, related

objects, mini page

layouts, consol

layout

#### **NEW QUESTION: 149**

Which is the new type of Dashboard Chart to make entry in Spring'11 Release?

A. Gauge

B. Waterfall Chart

C. Scatter

D. Metric

E. Organization Chart

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

#### **NEW QUESTION: 150**

Which of the following components lets customers find solutions to their cases on their own?

A. Email

B. Call center

C. Chat

D. Customer Portal

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

#### **NEW QUESTION: 151**

Workflow Field Updates specify the field you want updated and the new value for it.

Depending on the type of field, you can do the following Except:

A. Make the value blank

B. Delete the Field

C. Choose to apply a specific value

D. Calculate a value based on a formula you create

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

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**NEW QUESTION: 152**

AW computing has a discount workflow that requires approval from the Sales director when the discount is over 15% and from the VP of Global sales if the discount is over 30%. The sales rep has created a discount for 10% on a new opportunity. What happens when the sales Rep submits the request for approval?

- A. Request will be sent to VP of Global Sales for approval
- B. Request will be sent to the Sales director for approval
- C. Discount will be automatically approved
- D. Request will be sent to Sales director and VP of Global Sales for Approval

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

**NEW QUESTION: 153**

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

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

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

**NEW QUESTION: 154**

Records in the recycle bin do NOT count against your organization's storage limits

- A. True
- B. False

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

**NEW QUESTION: 155**

Which of the following is not part of the Profile?

- A. Record Types
- B. Page Layout

- C. User License
- D. Roles
- E. Field Level Security

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

#### **NEW QUESTION: 156**

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 not included in the contact data.
- B. If your organization uses person accounts and you're exporting contacts, person account records are included in the contact data. 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 included in the contact data. The export includes all fields from person accounts.

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

#### **NEW QUESTION: 157**

Which of the following is not an available function in the Formula Fields?

- A. RPad
- B. Substitute
- C. Vlookup
- D. HyperLink

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

#### **NEW QUESTION: 158**

A record is modified on 1/1/2008. It meets criteria for a time-based workflow rule; this rule schedules an action for 7 days after rule execution. On 1/4/2008 the record is modified and no longer meets workflow rule criteria.

On 1/5/2008 the record is modified and once again meets the initial time-based workflow rule criteria. How many workflow actions will execute and when?

- A. 1 on 1/8/2008
- B. 2 on 1/8/2008 and 1/12/2008
- C. 1 on 1/12/2008

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

When the record is modified and no longer meets criteria on 1/4 the initial workflow action is dropped from the queue. The workflow action created on 1/5 is scheduled for 7 days after rule execution (which is 1/5), therefore the only rule that would be executed is on 1/12.

#### **NEW QUESTION: 159**

If a company opts to use Custom Fiscal Years, they cannot use the standard forecasting option.

A. False

B. True

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 160**

List the differences between the Jumpstart Wizard and the Standard Approval Process Wizard:

**Answer:**

Jump Start

Wizard only allows for a single approver.

**NEW QUESTION: 161**

The number of business hours that can be set for the organization to operate:

A. 30

B. 20

C. 10

D. Unlimited

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 162**

Queues can be setup for which objects? (check all that apply)

A. Custom Objects

B. Leads

C. Opportunities

D. Cases

E. Accounts

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

**NEW QUESTION: 163**

When configuring Customizable Forecasting, you can set which of the following Forecast Dates for determining which opportunities contribute to the forecast?

A. Product Date Only

B. Opportunity Close Date Only

C. Schedule Date Only

D. Opportunity Close Date, Product Date, Schedule Date

E. Commit Date

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 164**

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

- A. No
- B. Yes

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

**NEW QUESTION: 165**

A Look-up field can look up to what?

- A. A record
- B. An Object
- C. A field
- D. A report

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

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