



# Salesforce

## Exam Questions ADM-201

Administration Essentials for New Admins

#### NEW QUESTION 1

- (Topic 1)

A user with a Chatter Free User profile has access to records in Salesforce such as Accounts and Contacts.

- A. True
- B. False

**Answer: B**

#### 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)

When creating a sales process, the System Administrator will be modifying/filtering the values of the field.

- A. Amount
- B. Stage
- C. Next Steps
- D. Status
- E. Close Date

**Answer: B**

#### NEW QUESTION 4

- (Topic 1)

The Data Loader can de-duplicate records during import.

- A. True
- B. False

**Answer: B**

#### NEW QUESTION 5

- (Topic 1)

The following are true about scheduling and emailing reports.

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

**Answer: E**

#### NEW QUESTION 6

- (Topic 1)

Which of the following are true about formula fields?

- A. They are read-only
- B. They will not display on record edit pages
- C. They will not display on record detail pages
- D. They are not searchable
- E. They will not display on reports

**Answer: ABD**

#### NEW QUESTION 7

- (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 8**

- (Topic 1)

Public groups can be any combination of other public groups, users, roles and .

- A. Profile
- B. Roles & subordinates
- C. Managers
- D. None of the above

**Answer: B**

**NEW QUESTION 9**

- (Topic 1)

An Approval Process begins when a record is:

- A. Created
- B. Saved
- C. Edited
- D. Submitted for Approval

**Answer: D**

**NEW QUESTION 10**

- (Topic 1)

The system administrator needs to ensure that all Leads coming from the website are assigned a website lead queue, that all Leads for a recent trade show are assigned to Matt Wilson and all other leads are assigned to Phil Smith. The system administrator will

- A. Create 3 assignment rules
- B. Create 1 assignment rule with multiple criteria entries
- C. Create an assignment rule and 2 workflow rules
- D. Use workflow rules to accomplish this

**Answer: B**

**NEW QUESTION 10**

- (Topic 1)

Standard profile permissions cannot be edited.

- A. True
- B. False

**Answer: A**

**NEW QUESTION 15**

- (Topic 1)

If the company locale is set to US English, all users will have a default locale of US English and this cannot be changed.

- A. True
- B. False

**Answer: B**

**NEW QUESTION 17**

- (Topic 1)

What should a system administrator use to disable an application for a group of users?

- A. Sharing Rules
- B. Web tabs
- C. Page layouts
- D. Profiles
- E. Roles

**Answer: D**

**NEW QUESTION 20**

- (Topic 1)

Custom Links can be used for the following:

- A. Launching an External URL
- B. Running an S Control
- C. Running a report

D. All of the Above

**Answer:** D

**NEW QUESTION 21**

- (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 23**

- (Topic 1)

Use Custom Summary Formulas to create calculated summaries on numerical fields in and reports.

- A. Tabular and Summary
- B. Custom and Standard
- C. Summary and Matrix
- D. Matrix and Tabular

**Answer:** C

**NEW QUESTION 28**

- (Topic 1)

Inline editing updates the field when

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

**Answer:** B

**NEW QUESTION 29**

- (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 30**

- (Topic 1)

A Dashboard is a visual representation of data from multiple reports and (choose all that apply)

- A. Is comprised of up to 20 components
- B. Displays data from standard reports
- C. Has a running user to determine what data is visible
- D. Displays data as of the last time the dashboard was refreshed
- E. Always shows up to date data
- F. Can be scheduled to be refreshed and emailed automatically

**Answer:** ACDF

**NEW QUESTION 33**

- (Topic 1)

Use to filter or segment picklist values based on the user's profile.

- A. Record Types
- B. User Profiles
- C. Role Hierarchy
- D. Business Processes
- E. Field Level Security

**Answer:** A

**NEW QUESTION 38**

- (Topic 1)

Locale settings control how users view date formats, time formats and number formats.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 39**

- (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 41**

- (Topic 1)

Page layouts are assigned to .

- A. Users
- B. Profiles
- C. Roles
- D. Roles & subordinates

**Answer:** B

**NEW QUESTION 43**

- (Topic 1)

The system administrator was testing workflow rules and needs to delete pending time- based workflow actions. How can he/she do this?

- A. Delete the workflow rule
- B. Deactivate the workflow rule
- C. Delete the actions in the Time-based Workflow queue
- D. Reset passwords for all users of the org
- E. None of the above

**Answer:** C

**NEW QUESTION 46**

- (Topic 1)

Only 1 permission set can be assigned to a user.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 49**

- (Topic 1)

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 53**

- (Topic 1)

Lookup fields allow users to select a record from another object during data entry, creating a parent-child relationship.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 55**

- (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 60**

- (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 63**

- (Topic 1)

Which of the following are not standard objects?

- A. Opportunities
- B. Solutions
- C. Job Applicants
- D. Accounts
- E. Campaigns

**Answer:** C

**NEW QUESTION 68**

- (Topic 1)

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

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

**Answer:** B

**NEW QUESTION 71**

- (Topic 1)

Which of the following are actions triggered by workflow rules?

- A. Email
- B. Task
- C. Field update
- D. Record update
- E. Record creation
- F. Outbound message
- G. Time trigger

**Answer:** :ABCF

**NEW QUESTION 76**

- (Topic 1)

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 77**

- (Topic 1)

Used to set the default levels of access for users to records they do not own.

- A. Organization Wide Defaults
- B. Roles Hierarchy
- C. Profiles
- D. Sharing Rules
- E. Manual Sharing

**Answer:** A

**NEW QUESTION 82**

- (Topic 1)

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

- A. Owner
- B. Salesforce ID

- C. Record Owner
- D. Object Name

**Answer:** B

**NEW QUESTION 83**

- (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 87**

- (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 91**

- (Topic 2)

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 94**

- (Topic 2)

Which combination of objects is available when creating a custom report type for Chatter reports?

- A. Opportunities, Followers, User Feed
- B. Accounts, User Feed, Comments
- C. Users, User Feed, Comments
- D. Chatter Groups, Members

**Answer:** CD

**NEW QUESTION 99**

- (Topic 2)

The Campaign ROI Analysis Report uses which of the following calculations to determine the ROI percentage for a campaign?

- A. Total Amount of Opportunities / Expected Revenue
- B. Amount of Won Opportunities / Budgeted Cost
- C. Expected Revenue / Budgeted Cost
- D. (Amount of Won Opportunities minus Actual Cost) / Actual Cost

**Answer:** D

**NEW QUESTION 104**

- (Topic 2)

An S-Control may be all of the following EXCEPT:

- A. HTML
- B. XML
- C. URL
- D. Snippet

**Answer:** B

**NEW QUESTION 105**

- (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 110**

- (Topic 2)

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

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

**Answer: C**

**NEW QUESTION 115**

- (Topic 2)

Record Type may determine the default value of a picklist field.

- A. True
- B. False

**Answer: A**

**NEW QUESTION 119**

- (Topic 2)

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

- A. Opportunity Close Date Only
- B. Product Date Only
- C. Schedule Date Only
- D. Commit Date
- E. Opportunity Close Date, Product Date, Schedule Date

**Answer: A**

**NEW QUESTION 124**

- (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 129**

- (Topic 2)

Recent Item and Look up Hover Views use the:

- A. Sidebar
- B. Edit Page
- C. List Views
- D. Related Lists

**Answer: A**

**NEW QUESTION 132**

- (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 135**

- (Topic 2)

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 139**

- (Topic 2)

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

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

**Answer:** D

**NEW QUESTION 142**

- (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 144**

- (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 149**

- (Topic 2)

Which objects can be customized for history tracking?

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

**Answer:** B

**NEW QUESTION 154**

- (Topic 2)

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

- A. Account
- B. Contacts
- C. Cases
- D. Opportunities

**Answer:** ABD

**NEW QUESTION 159**

- (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 163**

- (Topic 2)

An S-Control may be used in all of the following ways EXCEPT:

- A. Dashboard Component
- B. Custom Button

- C. Custom Link
- D. Import Wizard

**Answer:** :D

**NEW QUESTION 165**

- (Topic 2)

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

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

**Answer:** BC

**NEW QUESTION 170**

- (Topic 2)

Are Tags searchable from standard Search component?

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 174**

- (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 178**

- (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 183**

- (Topic 2)

What needs to be specified to schedule a Report?

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

**Answer:** :CD

**NEW QUESTION 187**

- (Topic 2)

A service portal user may close their cases using Suggested Solutions in the self service portal.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 191**

- (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 193**

- (Topic 2)

Standard Fiscal Years are periods that follow Gregorian calendar, but can start on the first day of any month of the year.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 195**

- (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 196**

- (Topic 2)

are words or short phrases that users can associate with most Salesforce.com records to describe and organize their data in a personalized way?

- A. Views
- B. Tags
- C. Dashboards
- D. Home Pagelayout
- E. Apps

**Answer:** B

**NEW QUESTION 201**

- (Topic 2)

What determines a unique User Record?

- A. User Name
- B. Standard Profile
- C. Custom Profile
- D. User Role

**Answer:** A

**NEW QUESTION 203**

- (Topic 2)

Validation rules may evaluate an opportunity line item against the opportunity it's associated with

- A. True
- B. False

**Answer:** A

**NEW QUESTION 204**

- (Topic 2)

In order to Enable Territory Management you should have:

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

**Answer:** :B

**NEW QUESTION 207**

- (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 210**

- (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 213

- (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 216

- (Topic 2)

Recent Items use the?

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

**Answer: C**

#### NEW QUESTION 219

- (Topic 2)

All of the following are true about Opportunity Pipeline and Forecast reporting EXCEPT:

- A. Pipeline reports may include omitted opportunities from the forecast
- B. Forecasts may be overridden
- C. Pipeline reports may be overridden
- D. Opportunity stages may be used to determine the forecast category of an opportunity

**Answer: A**

#### NEW QUESTION 220

- (Topic 2)

5 dynamic dashboards for Enterprise Edition

10 for Unlimited Edition 3 Developer Edition.

To create, edit, and delete dynamic dashboards: "Run Reports" AND "Manage Dynamic Dashboards"

Which of the following events are allowed while writing a trigger on feeds item and feed Comment object?

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

**Answer: B**

#### NEW QUESTION 223

- (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 225

- (Topic 2)

Related Lists display the many side of a one-to-many relationship

- A. True
- B. False

**Answer: A**

**NEW QUESTION 226**

- (Topic 2)

Folders are used to manage:

- A. Either Reports, Price Books, Document
- B. or Email templates
- C. Either Reports, Dashboards, Documents, or Products
- D. Either Reports, Dashboards, Documents, or Email templates
- E. Either Reports, Dashboards, Documents, or Other Folders

**Answer: C**

**NEW QUESTION 229**

- (Topic 2)

With Client Management enabled, when a lead is converted without a value in the company field, it becomes a person account.

- A. True
- B. False

**Answer: A**

**NEW QUESTION 230**

- (Topic 2)

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

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

**Answer: AB**

**NEW QUESTION 235**

- (Topic 2)

Users can be deleted from salesforce.com

- A. True
- B. False

**Answer: B**

**NEW QUESTION 239**

- (Topic 2)

Fields hidden using Field Level Security are subject to Data Validation Rules.

- A. True
- B. False

**Answer: B**

**NEW QUESTION 240**

- (Topic 2)

Where do you go to create a List View so that you can see it on the Console, under the Accounts object?

- A. Create a list view on the Console
- B. Create a list view on Accounts
- C. Create a list view on Contacts
- D. Create a field on the Console

**Answer: :B**

**NEW QUESTION 242**

- (Topic 2)

You have Read Only access to an account, can you add a task or event to the account?

- A. True
- B. False

**Answer: B**

**NEW QUESTION 243**

- (Topic 2)

How is the expected revenue calculated in the opportunity?

- A. Amount multiplied by the total price of all opportunity line items

- B. The sales price on any line item times the probability of the opportunity
- C. Opportunity Amount multiplied by the probability
- D. Amount multiplied by the discount percent

**Answer:** C

**NEW QUESTION 247**

- (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 249**

- (Topic 3)

To make a field required, which of the following is used) (Pick the best possible answer)

- A. Page Layout
- B. Field Level Security
- C. Profile
- D. Both Page Layout and Field Level Security

**Answer:** A

**NEW QUESTION 254**

- (Topic 3)

At this click path Setup > App Setup > Customize > Tab Names and Labels > Rename Tabs and Labels you can rename the Tab Names of standard objects.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 258**

- (Topic 3)

What is not found on a Company Profile?

- A. Language, Locale, and Time Zone
- B. Profiles
- C. Licenses
- D. Storage and Used Space
- E. Manage Currencies
- F. Fiscal Years

**Answer:** B

**NEW QUESTION 263**

- (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 268**

- (Topic 3)

User A modifies a record. This modification triggers a workflow rule for immediate execution that includes a field update on the current record. After the execution is complete, what user will be listed under the Last Modified field of this record?

- A. User A
- B. The designated workflow user
- C. The default workflow user
- D. The last user to modify the record prior to User A

**Answer:** A

**NEW QUESTION 270**

- (Topic 3)

You can create the following Email Template Formats: Choose 4

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

**Answer:** ABCE

**NEW QUESTION 275**

- (Topic 3)

Chatter Desktop is not available in which Salesforce Edition?

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

**Answer:** A

**NEW QUESTION 278**

- (Topic 3)

Standard reports are visible through the Reports search.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 282**

- (Topic 3)

Are custom object reports accessible when you add a custom object tab?

- A. Yes
- B. No
- C. Only if the Object is not related to any other object

**Answer:** B

**NEW QUESTION 284**

- (Topic 3)

Which of the following are standard Salesforce applications?

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

**Answer:** AD

**NEW QUESTION 288**

- (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 293**

- (Topic 3)

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 296**

- (Topic 3)

Mail Merge is available in which Salesforce Editions?

- A. All except Professional
- B. Professional 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 298**

- (Topic 3)

You can use Sharing Rules to grant wider access to data. You cannot restrict access below your OWD levels.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 299**

- (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 300**

- (Topic 3)

Custom Picklist fields can be either controlling or dependent fields

- A. True
- B. False

**Answer:** A

**NEW QUESTION 305**

- (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 310**

- (Topic 3)

Identify the true statements about the workflow approval process?

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

**Answer:** AD

**NEW QUESTION 312**

- (Topic 3)

Printable View does not Save all the report formatting.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 313**

- (Topic 3)

Which of the following is a standard Profile?

- A. Sales User
- B. Marketing User
- C. Invoice Manager
- D. Contract Manager

**Answer:** :BD

**NEW QUESTION 314**

- (Topic 3)

Custom Report Types (CRT) allows you to build a framework from which users can create and customize reports in the report wizard but not in report builder.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 316**

- (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 317**

- (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 319**

- (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 324**

- (Topic 3)

Which report format summarizes data in a grid against horizontal and vertical criteria and provides totals for both rows and columns?

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

**Answer:** B

**NEW QUESTION 326**

- (Topic 3)

When you delete a Contact, it's associated Campaign Member record is deleted as well.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 328**

- (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 331**

- (Topic 3)

What is one advantage of Salesforce CRM?

- A. Companies can seamlessly integrate their servers to Salesforce database for faster performance.
- B. Companies only need to maintain a compatible browser and a reliable internet connection.
- C. In house Servers can be acquired cheaper than normal
- D. None of the above
- E. All of the above

**Answer:** B

**NEW QUESTION 336**

- (Topic 3)

You must meet the following prerequisites before enabling territory management? Choose 2 answers

- A. Your organization must be using customizable forecasting
- B. Follow the steps in the Deploying Territory Management Guide to prepare your organization for territory management.
- C. You must have the Marketing User Profile
- D. You must have the Territory Manager Profile

**Answer:** AB

**NEW QUESTION 339**

- (Topic 3)

What is Force.com Builder? Choose 3 answers:

- A. Point-and-click customization tool
- B. Group standard and custom tabs into new 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. Build custom Applications

**Answer:** ACE

**NEW QUESTION 343**

- (Topic 3)

Can a Standard User Profile import members into a campaign?

- A. Yes.
- B. No.
- C. Only if they have "Import Campaign Members" permission checked.
- D. Only if they have "Modify All Data" permission checked.

**Answer:** B

**NEW QUESTION 344**

- (Topic 3)

Clients do not have to enable Customizable forecasting before they can ask salesforce to activate Territory Management.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 347**

- (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 350**

- (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 352**

- (Topic 3)

Which file types can you use when exporting reports?

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

**Answer:** BC

**NEW QUESTION 355**

- (Topic 3)

When you have exceeded your general storage limit, you can use your complimentary document storage for additional space.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 358**

- (Topic 3)

Salesforce is which of the following:

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

**Answer:** ABC

**NEW QUESTION 363**

- (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 364**

- (Topic 4)

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

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

**Answer:** D

**NEW QUESTION 365**

- (Topic 4)

Activities are both Tasks and Calendars

- A. True
- B. False

**Answer:** A

**NEW QUESTION 367**

- (Topic 4)

What statements is False for a workflow task:

- A. To assign tasks to multiple users, create multiple tasks as outcomes of the rule
- B. A single task can be assigned to multiple users
- C. The due dates for workflow task is based on number of calendar days, The rule fails to recognize only working business days by default
- D. Historical tracking is allowed for workflow task

**Answer:** B

**NEW QUESTION 368**

- (Topic 4)

Is it possible for a user to own a record and not see it:

- A. True
- B. False

**Answer:** A

**NEW QUESTION 369**

- (Topic 4)

Which action type is represented by an icon in the process visualizer? Choose 2 answers

- A. Request rejection details
- B. View recall details
- C. Start a new task
- D. Send an email alert

**Answer:** :CD

**NEW QUESTION 371**

- (Topic 4)

Which of the following is Not a Mandatory Field while creating a User Record?

- A. Profile
- B. Role
- C. Alias
- D. Community Nickname

**Answer:** B

**NEW QUESTION 376**

- (Topic 4)

Dashboards can be created by using Standard Reports as Source Reports?

- A. True
- B. False

**Answer:** A

**NEW QUESTION 379**

- (Topic 4)

How many roles can you create for your org?

- A. 200
- B. 300
- C. 500
- D. No Limit

**Answer:** C

**NEW QUESTION 382**

- (Topic 4)

API's are not available for use in which Salesforce.com edition?

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

**Answer:** B

**NEW QUESTION 383**

- (Topic 4)

Which statement is TRUE regarding Dynamic Dashboard:

- A. They show data from the perspective of the logged-in user.
- B. They are automatically created when you create a Custom Object

- C. They perform calculations that standard dashboards cannot
- D. They display the source report as you hover over a dashboard component

**Answer:** A

**NEW QUESTION 386**

- (Topic 4)

How does an agent submit an article for publishing? Choose 3 answers:

- A. Promote an Answer for consideration
- B. Re-assign an article to the publishing queue
- C. Publish an article to the solution category
- D. Submit an article upon closing a case
- E. Publish at-will, with "Manage Articles" profile permission

**Answer:** ADE

**NEW QUESTION 387**

- (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 390**

- (Topic 4)

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

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

**Answer:** D

**NEW QUESTION 393**

- (Topic 4)

When transferring an account from one user to another, which of the following options are selectable? (Select all that apply)

- A. Transfer closed cases
- B. Transfer closed opportunities
- C. Transfer open activities
- D. Transfer closed activities

**Answer:** :AB

**NEW QUESTION 395**

- (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 398**

- (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 registers 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 401**

- (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 402

- (Topic 4)

Universal Containers would like their sales reps to be able to send branded email invitations to customers for business meetings and to collaborate with customers from a branded Website to find a suitable meeting time.

How can an Administrator accomplish this?

- A. Create a custom email template for invitations that displays your company logo
- B. Add a company logo to meeting requests in Salesforce
- C. Create an external integration with Google calendar using Sites
- D. Enable Chatter to allow reps to Communicate with customers

**Answer:** B

#### NEW QUESTION 405

- (Topic 4)

Time-Dependent Workflow – Maximum Triggers Allowed Per Rule:

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

**Answer:** A

#### NEW QUESTION 407

- (Topic 4)

Which is a capability of drag-and-drop dashboards? Choose 2 answers:

- A. Drag and Drop a dashboard onto any page in Salesforce
- B. Drag and Drop records onto a dashboard
- C. Drag and Drop reports onto a dashboard as the data source of the component
- D. Drag and Drop chart types onto a dashboard to create a component

**Answer:** :CD

#### NEW QUESTION 408

- (Topic 4)

Author and the owner have same access to the document

- A. True
- B. False
- C. Neither True nor False

**Answer:** B

#### NEW QUESTION 410

- (Topic 4)

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

- A. Yes
- B. No

**Answer:** A

#### NEW QUESTION 414

- (Topic 4)

Which statement is TRUE regarding look up filters? Choose 2 answers

- A. Lookup filters are available in the Partner and Customer Portals
- B. Lookup filters can restrict lookup dialog results based on fields on the source object
- C. The special date values "Today" and "This Month" are valid criteria options.
- D. Lookup filters are case sensitive

**Answer:** AD

#### NEW QUESTION 417

- (Topic 4)  
Field Level Security cannot be used to make a field required.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 421

- (Topic 4)  
If Phil is promoted from a Sales Associate to Senior Sales Exec, and the new sales associate is appointed to take Phil's responsibilities. What are the appropriate steps to transfer Phil's account to the new associate?

- A. Overwrite Phil's User Profile with the new associates information and create a new profile for Phil.
- B. Create a new profile for Phil as well as new associat
- C. Deactivate Phil's profile with Sales Associate role and transfer all the accounts, opportunities and leads to the new associate.
- D. Associate the new role to Phil's existing profile and Transfer all the accounts, opportunities and leads to the new associate.
- E. None of the above

**Answer:** B

#### NEW QUESTION 423

- (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 425

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

- A. Yes
- B. No

**Answer:** B

#### NEW QUESTION 429

- (Topic 4)  
In order to implement more business process multiple record types must also be implemented:

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 430

- (Topic 4)  
The system administrator has created a new custom object and application. This individual now needs to populate the new object with 1000 records, which are formatted in a CSV file. The Import Wizard (Data Management --> Import Custom Objects) is appropriate for this task.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 434

- (Topic 4)  
Is it true that campaigns and opportunities have many to many relationship?

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 437

- (Topic 5)  
Formatting of report is maintained when it is exported via Printable View?

- A. True

B. False

**Answer:** A

**NEW QUESTION 438**

- (Topic 5)

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 439**

- (Topic 5)

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

**NEW QUESTION 441**

- (Topic 5)

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

**NEW QUESTION 445**

- (Topic 5)

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

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

**Answer:** C

**NEW QUESTION 450**

- (Topic 5)

Record type picklist filtering applies to dependent picklists.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 454**

- (Topic 5)

When are the formula fields Re - Calculated?

- A. Every 15 minutes
- B. Every time they are seen
- C. After every DML Operation
- D. Admin can set the time of Refresh

**Answer:** B

**NEW QUESTION 457**

- (Topic 5)

Which of the following Collaboration Cloud Enhancements Features are automatically visible to all users after Winter 11 and no setup is required?

- A. Free Chatter Users
- B. Chatter Search
- C. Chatter Invitations
- D. Files Tab
- E. Using Chatter Filters
- F. View Chatter Feeds

**Answer:** BDE

**NEW QUESTION 459**

- (Topic 5)

Which objects can be stored in a folder?

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

**Answer:** BCD

**NEW QUESTION 460**

- (Topic 5)

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

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

**Answer:** C

**NEW QUESTION 462**

- (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 463**

- (Topic 5)

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

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

**Answer:** A

**NEW QUESTION 466**

- (Topic 5)

Opportunity products can be linked in a Lookup Relationship:

- A. True
- B. False

**Answer:** B

**NEW QUESTION 468**

- (Topic 5)

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

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

**Answer:** D

**NEW QUESTION 472**

- (Topic 5)

The first approval step in a process specifies the action to take if a record does not advance to that step.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 475**

- (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 479**

- (Topic 5)

How many Solution records can be imported via Import Wizard?

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

**Answer:** C

**NEW QUESTION 484**

- (Topic 5)

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

- A. Yes
- B. No

**Answer:** B

**NEW QUESTION 487**

- (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 488**

- (Topic 5)

Which of the following is NOT controlled by the Page Layout?

- A. How detail and edit pages are organized
- B. Field properties like visible, read-only and required
- C. Controlling which fields, related lists, and Custom Links users sees
- D. Page section customizations
- E. Rollup summary

**Answer:** E

**NEW QUESTION 490**

- (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 492**

- (Topic 5)

Can the User Records be permanently deleted from the Salesforce.com?

- A. Yes
- B. No
- C. Depends on Profile Settings of the Administrator
- D. User Records can be archived so that they are available on request

**Answer:** B

**NEW QUESTION 493**

- (Topic 5)

Though multiple campaigns can be influential, you can only designate one campaign as the primary campaign source on the opportunity?

- A. True
- B. False

**Answer:** A

**NEW QUESTION 498**

- (Topic 5)

On deleting a Tab from an Application .

- A. Deletes the Tab from Salesforce.com
- B. Deletes the tab from that Application
- C. Deletes that particular Object of whose Tab is deleted
- D. All of the Above

**Answer:** B

**NEW QUESTION 502**

- (Topic 5)

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

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

**Answer:** A

**NEW QUESTION 505**

- (Topic 6)

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

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

**Answer:** C

**NEW QUESTION 508**

- (Topic 6)

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

- A. Call center
- B. Email
- C. Chat
- D. Customer Portal

**Answer:** D

**NEW QUESTION 513**

- (Topic 6)

Which are true about Email to Salesforce Enhancements after Spring 11 release?

- A. You can now choose whether you'd like all emails to be sent to My Unresolved Items so you can manually assign them to related records or whether you'd like us to first try to automatically assign them.
- B. Is now available in all editions except contact manager and group.
- C. You can now choose whether you'd like emails we couldn't automatically assign to be sent to My Unresolved Items.
- D. These enhancements will automatically apply without the need for setup.

**Answer:** AC

**NEW QUESTION 515**

CORRECT TEXT - (Topic 6)

Limitation for an organization related to triggers?

- A.

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

**Explanation:**

Developer Edition: 50  
Enterprise Edition: 500  
Unlimited Edition: 1000

**NEW QUESTION 517**

CORRECT TEXT - (Topic 6)  
How does a Profile differ from a Role?

A.

**Answer:** Profile controls what a user can do (read, create, edit, delete) with records

**NEW QUESTION 518**

- (Topic 6)  
Which of the following are enhancements included in the Spring 11 release?

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

**Answer:** ACD

**NEW QUESTION 522**

- (Topic 6)  
Which of the following is an example of One-to-Many Relationships between Standard objects?

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

**Answer:** B

**NEW QUESTION 526**

- (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 528**

- (Topic 6)  
You can set a default value for a custom field.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 531**

- (Topic 6)  
Can you perform field updates on an object related to a rule.

- A. Yes
- B. No

**Answer:** A

**Explanation:**

Explanation/Reference:  
Except for case comment and Email message records you can create a field update action that updates a field on the related case record. For e.g. You can create a rule to change the status of a case from "Awaiting Customer Response" to "In Progress" when a customer adds a case comment.

**NEW QUESTION 532**

- (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 535**

- (Topic 6)

Which of the following statements is true about computer activation?

- A. It is required to activate additional IP addresses for accessing SF.
- B. It is required for all IP addresses and browsers.
- C. It is required to access SF online.
- D. It is required to identify regular SF users.

**Answer:** A

**NEW QUESTION 539**

- (Topic 6)

Can WF update formula fields?

- A. Yes
- B. No

**Answer:** B

**Explanation:**

Explanation/Reference:

Readonly fields like formula or auto number fields are not available for field updates.

**NEW QUESTION 543**

- (Topic 6)

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 547**

- (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 550**

- (Topic 6)

Final reject actions can include actions such as email alerts

- A. True
- B. False

**Answer:** A

**NEW QUESTION 554**

- (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 556**

- (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 559**

- (Topic 6)

Custom Summary Formulas can run calculations on custom formula fields.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 562**

- (Topic 6)

Enterprise, Developer and Unlimited System Administrators can create an unlimited number of Custom Profiles from scratch.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 565**

- (Topic 6)

Which of the following statements are true about trusted ranges?

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

**Answer:** :BC

**NEW QUESTION 569**

- (Topic 6)

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 571**

- (Topic 6)

Can you make a standard field unique?

- A. True
- B. False

**Answer:** B

**NEW QUESTION 575**

- (Topic 6)

You cannot delete a standard report.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 579**

- (Topic 6)

Active Currencies live in Company Profile, user record (Personal Setup) and in Opportunity (Record).

- A. True
- B. False

**Answer:** :A

**NEW QUESTION 581**

- (Topic 6)

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 583**

- (Topic 6)

Can logins on specific days be restricted?

- A. Yes
- B. No

**Answer:** A

**Explanation:**

Explanation/Reference:

By setting the start and end times on the profile login hours to the same value.

**NEW QUESTION 588**

- (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 591**

- (Topic 6)

When a lead is converted it becomes an Account,Contact and Opportunity (unless you opt out of creating an Opportunity)

- A. True
- B. False

**Answer:** A

**NEW QUESTION 592**

CORRECT TEXT - (Topic 6)

What profile permission is required for editing and deleting public tags?

A.

**Answer:** TagManager.Note:TagManagerisEnabledbydefaultfortheSystemAdministratorprofile.

**NEW QUESTION 594**

- (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 597**

- (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 Outlook 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 599**

- (Topic 6)

Only users with "Create and Customize" permission can access the Report?

- A. True
- B. False

**Answer:** A

**NEW QUESTION 604**

- (Topic 6)

A Standard Fiscal Year can start on May 1st.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 605**

- (Topic 6)

List view can (Choose all that apply)

- A. Show up to 2000 records in the record count display
- B. Print up to 1000 records in print view
- C. Be enabled and disabled by individual users
- D. Print list can be exported to excel

**Answer:** AB

**NEW QUESTION 610**

- (Topic 6)

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 612**

- (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 616**

- (Topic 6)

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 621**

- (Topic 6)

Which step is required when configuring the new Salesforce for outlook?

- A. Select sync direction and conflict behaviour
- B. Select the appropriate config template
- C. Assign users and profiles to a configuration
- D. Enable the chatter feed sync with Outlook

**Answer:** AC

**NEW QUESTION 623**

- (Topic 7)

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 624**

- (Topic 7)

Workflow rules are triggered when a standard object in a master-detail relationship is re-parented, even if the object's evaluation criteria is set to When a record is created, or when a record is edited and did not previously meet the rule criteria.

- A. True
- B. False

**Answer:** :A

**NEW QUESTION 627**

CORRECT TEXT - (Topic 7)

Where are Cases created?

A.

**Answer:** OntheCasesObjectandAccountorContactRelatedLists.

**NEW QUESTION 631**

CORRECT TEXT - (Topic 7)

What elements are required for a workflow approval process?

A.

**Answer:** ApprovalActionApprovalProcessApprovalRequestApprovalSteps

**Explanation:**

Assigned Approver(s) Email Approval Request Initial Submission Action Final Approval Action Final Rejection Action Outbound Messages Record Locking

**NEW QUESTION 636**

- (Topic 7)

Who can submit an idea to Salesforce.com IdeaExchange?

- A. Salesforce.com partners
- B. Sales force employees
- C. Salesforce.com users
- D. Anyone who has a login to Idea Exchange

**Answer:** D

**NEW QUESTION 637**

- (Topic 7)

A checkbox can be a controlling field in a field dependency?

- A. True
- B. False

**Answer:** A

**NEW QUESTION 640**

- (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 645**

CORRECT TEXT - (Topic 7)

What are Standard Reports?

A.

**Answer:** OutoftheboxreportsfromSF

**NEW QUESTION 647**

CORRECT TEXT - (Topic 7)

What are Public Groups?

A.

**Answer:** SharingbetweenUsersotherPublicGroupsRolesandRoles/Subordinates

**NEW QUESTION 652**

- (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 656**

CORRECT TEXT - (Topic 7)

Salesforce.com processes any rules in what order?

A.

**Answer:** 1.Validationrules

**Explanation:**

- 2. Assignment rules
- 3. Auto-response rules
- 4. Workflow rules (with immediate actions)
- 5. Escalation rules

**NEW QUESTION 659**

- (Topic 7)

What is required to create a new user?

- A. Unique Username in email format.
- B. Locale Settings
- C. Profile - Standard or Custom
- D. Role

**Answer:** ABCD

**NEW QUESTION 662**

CORRECT TEXT - (Topic 7)

Define the Solution Manager Profile.

A.

**Answer:** Standarduserperm+canmanagersolutions&solutioncategories

**NEW QUESTION 667**

CORRECT TEXT - (Topic 7)

What does the default locale impact?

A.

**Answer:** Theformatofdateandnumberfields.

**NEW QUESTION 669**

- (Topic 7)

You can't package workflow rules with time triggers.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 670**

- (Topic 7)

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 675**

CORRECT TEXT - (Topic 7)

When would you choose to build a Public Group?

A.

**Answer:** Tosimplifythenumberofsharingrulesbuiltorwhendefiningfolderorlistviewaccess.

#### NEW QUESTION 678

- (Topic 7)

What is a roll-up summary field?

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

**Answer:** B

#### NEW QUESTION 680

CORRECT TEXT - (Topic 7)

Define the system Admin profile.

A.

**Answer:** "SuperUser"-Cancustomize&administratetheOrg

#### NEW QUESTION 684

CORRECT TEXT - (Topic 7)

What does a workflow approval process do?

A.

**Answer:** ItelectronicallycapturesabusinessapprovalonaSFdatarecord.

#### NEW QUESTION 686

CORRECT TEXT - (Topic 7)

Why utilize Account Teams and Sales Teams?

A.

**Answer:** Teamsareusedforcollaborationsharingandforreportingpurposes.

#### NEW QUESTION 689

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 693

CORRECT TEXT - (Topic 7)

How does a Profile differ from a Role?

A.

**Answer:** Profilecontrolswhatausercandowithrecords(readcreateeditdelete.TheRolecontrolsthelevelofvisibilitythatusershavetoorganizationsdata.

#### NEW QUESTION 698

- (Topic 7)

Describe the methods to allow access to the application?

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

**Answer:** ABC

#### NEW QUESTION 701

- (Topic 7)

How many app exchange apps can you install in EE?

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

D. 20

**Answer:** B

**NEW QUESTION 704**

- (Topic 7)

Data Validation Rules are formulas that evaluate, "True".

- A. True
- B. False

**Answer:** A

**NEW QUESTION 706**

- (Topic 7)

According to Sales Force, console is not for occasional users of Salesforce. The console is best set up for users who view Salesforce for 3 or more hours a day.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 710**

- (Topic 7)

Standard Reports can be deleted?

- A. True
- B. False

**Answer:** B

**NEW QUESTION 712**

- (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 713**

- (Topic 8)

Standard users can import a maximum of how many account records in a session

- A. 500
- B. 5000
- C. 50000
- D. 500000

**Answer:** A

**NEW QUESTION 715**

- (Topic 8)

Account Teams are not available for Professional Edition

- A. True
- B. False

**Answer:** A

**NEW QUESTION 720**

- (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 721**

- (Topic 8)

Which of these are inherited from objects on homepage in a console layout?

- A. Related lists
- B. Custom objects
- C. Field level security
- D. Page layout

**Answer:** BC

**NEW QUESTION 724**

- (Topic 8)

You can map a custom lead field to a Case

- A. True
- B. False

**Answer:** A

**NEW QUESTION 727**

- (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 732**

- (Topic 8)

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

**NEW QUESTION 735**

- (Topic 8)

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:** ABC

**NEW QUESTION 739**

- (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 740**

- (Topic 8)

Which of them is not a Standard Business Object?

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

**Answer:** C

**NEW QUESTION 742**

- (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 744

- (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 747

- (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 752

- (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 755

CORRECT TEXT - (Topic 8)

How does Cloud Scheduler Work?

A.

**Answer:**

When you use Cloud Scheduler to request a meeting, Salesforce.com creates a unique Web page for your meeting that displays the proposed meeting times. When invitees visit the page, they select the times that work for them and send you a reply. Salesforce.com tracks all the responses so you can pick the best time to meet when you confirm the meeting.

#### NEW QUESTION 756

CORRECT TEXT - (Topic 8)

What is the Cloud Scheduler?

A.

**Answer:** Cloud Scheduler allows you to request meetings with your customers and have your customers select when they can meet before you confirm the meeting.

#### NEW QUESTION 760

- (Topic 8)

You cannot delete a product that is used on an opportunity

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 762

- (Topic 8)

An administrator has given access to all users to view the public folders in solution with categories. Which permission will enable the user to create more categories?

- A. Edit on solution

- B. Create on solution
- C. Delete on solution
- D. View on solution

**Answer:** A

**NEW QUESTION 765**

- (Topic 8)

How many Editions are there in Salesforce.com

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

**Answer:** :D

**NEW QUESTION 768**

- (Topic 8)

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. Choose to apply a specific value
- B. Make the value blank
- C. Delete the Field
- D. Calculate a value based on a formula you create

**Answer:** C

**NEW QUESTION 769**

- (Topic 8)

A custom multi-select picklist can be the controlling field for a dependent field

- A. True
- B. False

**Answer:** B

**NEW QUESTION 773**

- (Topic 8)

Sharing rules can be formed on the following except:

- A. Custom objects
- B. Standard objects
- C. Junction Objects
- D. Objects on managed packages

**Answer:** D

**NEW QUESTION 777**

- (Topic 8)

Chatter is not available for Mobile Users?

- A. True
- B. False

**Answer:** B

**Explanation:**

Explanation/Reference:

You can enable Salesforce Chatter for Salesforce Mobile users by including the News Feed object in your mobile configurations' data sets.

**NEW QUESTION 779**

- (Topic 8)

An account team can be added by all Except:

- A. Owner
- B. Anyone in the team
- C. Anyone above owner in role hierarchy
- D. Administrator

**Answer:** B

**NEW QUESTION 784**

- (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 789**

- (Topic 8)

The Create New Folder link will only be visible to users with which permission

- A. Manage Public Documents
- B. Manage Documents
- C. Edit Documents
- D. Create Public Documents

**Answer:** A

**NEW QUESTION 791**

- (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 794**

- (Topic 8)

Page layouts are assigned to users based on Select the correct choice

- A. Layout Properties
- B. Salesforce Golden Rules
- C. Default settings
- D. Assignment Settings
- E. Profile Settings

**Answer:** E

**NEW QUESTION 799**

- (Topic 8)

The Documents tab does NOT contain version control capabilities

- A. True
- B. False

**Answer:** A

**NEW QUESTION 802**

- (Topic 8)

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 806**

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 807**

- (Topic 8)

Picklist dependency rules are not enforced during Import

A. True

B. False

**Answer:** A

**NEW QUESTION 812**

- (Topic 8)

Which of them is NOT a Profile Component? Select all which are applicable

- A. Access to Applications
- B. Tab Visibility
- C. Page layouts
- D. Field-Level Security
- E. Record Types Access
- F. Permissions
- G. Manage Currencies
- H. Hours and IP addresses
- I. Tag Settings
- J. UI Settings

**Answer:** GIJ

**NEW QUESTION 815**

- (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 819**

CORRECT TEXT - (Topic 8)

What happens if chatter is enabled in an org with 15 or fewer users?

A.

**Answer:** Allusersautomaticallyfolloweachother.

**NEW QUESTION 823**

- (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 825**

- (Topic 9)

When using advanced currency management, can a past exchange rate be changes?

- A. Yes
- B. No

**Answer:** A

**NEW QUESTION 829**

- (Topic 9)

Existing records that meet the Workflow Rule criteria trigger the Rule.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 831**

- (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 832**

- (Topic 9)

When creating a recurring event what are the maximum occurrences by interval?

- A. Daily: 100 Weekly: 52 Monthly: 60 Yearly: 10
- B. Daily: 100 Weekly: 53 Monthly: 60 Yearly: 10
- C. Daily: 100 Weekly: 52 Monthly: 60 Yearly: 5
- D. Daily: 365 Weekly: 52 Monthly: 12 Yearly: 1

**Answer:** B

**NEW QUESTION 833**

- (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 834**

- (Topic 9)

Which graphs rely on grand total for dashboards?

- A. Metric and table
- B. Metric and gauge
- C. Table and gauge
- D. Table and line

**Answer:** B

**NEW QUESTION 837**

- (Topic 9)

Data storage include the following: (check all that apply)

- A. Salesforce Chatter
- B. Files in attachments
- C. Cases
- D. Email Messages
- E. Ideas

**Answer:** CDE

**NEW QUESTION 842**

- (Topic 9)

Sales User is a standard profile.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 845**

- (Topic 9)

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

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

**Answer:** B

**NEW QUESTION 849**

- (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 851**

- (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 852**

- (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 856**

- (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 859**

- (Topic 9)

A solution can only belong to one category.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 864**

- (Topic 9)

If you delete a report and change your mind, you can retrieve it from the recycle bin.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 866**

- (Topic 9)

Which statements are true about business processes?

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

**Answer:** AD

**NEW QUESTION 871**

- (Topic 9)

A sales user wants to have edit access to opportunity but should not be able to import leads and should also be able delete accounts. Is it possible?

- A. Yes (customize a standard profile)
- B. Yes(customize a custom profile)
- C. No (as importing leads cannot be disabled)
- D. No (accounts can never be deleted)

**Answer:** A

**NEW QUESTION 875**

- (Topic 9)  
Custom Objects are reportable.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 880**

- (Topic 9)  
Which of these has many-to-many relationship?

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

**Answer:** D

**NEW QUESTION 883**

- (Topic 9)  
You cannot mass remove records from an approval process; removal of records must be done one by one.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 885**

- (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 890**

- (Topic 9)  
Select all that are custom field types. (check all that apply)

- A. Phone
- B. List Box
- C. Number
- D. Percent
- E. Email

**Answer:** ACDE

**NEW QUESTION 891**

- (Topic 9)  
Roll-up summary and formula fields are always read-only on detail pages.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 894**

- (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 898**

- (Topic 9)

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

**NEW QUESTION 901**

- (Topic 9)

What is the new Chart type available after Spring 11?

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

**Answer:** D

**NEW QUESTION 906**

- (Topic 9)

When transferring leads to a queue open activities are also transferred?

- A. True
- B. False

**Answer:** B

**NEW QUESTION 908**

- (Topic 9)

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 910**

- (Topic 9)

Who can view campaigns?

- A. Administrator
- B. Administrator and Marketing Users only
- C. Marketing User only
- D. All users

**Answer:** D

**NEW QUESTION 911**

- (Topic 9)

You have created a custom field of the type "Number" on the Account object called "Number of Golfers at Client". You enter the following data in the field: 073. What is stored in Salesforce CRM?

- A. 0073
- B. 73
- C. 7.3%

**Answer:** B

**NEW QUESTION 914**

- (Topic 9)

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

**NEW QUESTION 919**

- (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 921

- (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 925

- (Topic 9)

What is the limit of Master-Detail Relationships per object?

- A. 35
- B. 25
- C. 15
- D. 3
- E. 2
- F. 8

**Answer:** E

#### NEW QUESTION 929

- (Topic 9)

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 SalesforceKnowledge 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:** B

#### NEW QUESTION 930

- (Topic 9)

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

#### NEW QUESTION 931

- (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 936

- (Topic 9)

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

- A. Create and edit territories

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

**Answer:** ABDEF

#### NEW QUESTION 937

- (Topic 9)

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

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

**Answer:** ABCD

#### NEW QUESTION 942

- (Topic 9)

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

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 946

- (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 951

- (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 953

- (Topic 10)

A manager wants to pend all task assigned to his team so that the due date will be pushed a few days forward.

- A. He needs to have Edit Tasks permission
- B. He can go to Your Name > Setup > Customize > Activities > Tasks > Manage Task
- C. Go to Tasks tab and find the Mass Reschedule link in the Tools section
- D. There is no such standard functionality yet in Salesforce.

**Answer:** D

#### NEW QUESTION 954

- (Topic 10)

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

- A. Accounts represent sales deals that your company is pursuin
- B. An account may have only one opportunity associated with it.
- C. Accounts are the backbone of information and represent prospective, existing, and former customer
- D. An account may have multiple opportunities
- E. Accounts are created after you have closed an opportunity or dea
- F. An account must have a closed opportunity associated with it.

**Answer:** B

**NEW QUESTION 955**

- (Topic 10)

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

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

**Answer:** B

**NEW QUESTION 956**

- (Topic 10)

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

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

**Answer:** A

**NEW QUESTION 960**

CORRECT TEXT - (Topic 10)

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

A.

**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 963**

- (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 968**

- (Topic 10)

You convert a lead that is linked to multiple campaigns what is inserted into the opportunity Campaign Source field?

- A. The campaign source field is left empty
- B. The campaign with the most recently updated member status is mapped to the new opportunity
- C. The first campaign linked to the lead, based on time stamp, is mapped to the new opportunity

**Answer:** B

**NEW QUESTION 971**

CORRECT TEXT - (Topic 10)

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

A.

**Answer:** Documents and Forecasts

**NEW QUESTION 972**

- (Topic 10)

Records & Record Detail Pages: SFDC lets me print list views for Accounts, Campaigns, Cases, Contacts, Leads, or Opportunities.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 977**

- (Topic 10)

You can map custom lead fields to standard fields on the Account, Contact, and Opportunity.

- A. True
- B. False

**Answer: B**

**NEW QUESTION 978**

- (Topic 10)

Accounts can be created by converting a lead to an opportunity, or by manual entry.

- A. True
- B. False

**Answer: A**

**NEW QUESTION 983**

- (Topic 10)

What steps are part of the process to enable Multi-Currency in an organization?

- A. Create a Sandbox
- B. Contact salesforce.com to enable multiple currencies
- C. Enable Advanced Currency Management
- D. Choose a default currency

**Answer: BD**

**NEW QUESTION 984**

- (Topic 10)

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

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

**Answer: :C**

**NEW QUESTION 986**

- (Topic 10)

Report are available on the following tabs

- A. Home tab
- B. Report Tab
- C. Opp Tab
- D. Account tab
- E. Contacts Tab

**Answer: B**

**NEW QUESTION 990**

- (Topic 10)

You are about to enter a new lead from a cold call into SFDC. What do you do first?

- A. Search to determine if the company record already exists in Salesforce because you NEVER want to add duplicate data.
- B. Start entering the new lead
- C. Import the lead into SFDC using your Outlook email account

**Answer: A**

**NEW QUESTION 992**

- (Topic 10)

Select the option that is NOT true of opportunities:

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

**Answer: D**

**NEW QUESTION 994**

- (Topic 10)

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

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

**Answer:** AC

**NEW QUESTION 997**

- (Topic 10)

When a field is deleted it sits in the recycling bin for 30 days

- A. True
- B. False

**Answer:** B

**NEW QUESTION 998**

- (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 1002**

- (Topic 10)

Through the Web-to-Case function, how is that case associated with a contact?

- A. Contact name
- B. Contact email
- C. Account name
- D. None of the above

**Answer:** B

**NEW QUESTION 1007**

- (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 Attachments.
- F. Change the Activities page layout.

**Answer:** ACD

**NEW QUESTION 1010**

- (Topic 10)

Which of the following are true about the Default Division field on the User object?

- A. Division that is applied, by default, to all new accounts and leads created by the user, unless he or she explicitly sets a different division
- B. When users create records related to an account or other record that already has a division, the new record is assigned to the existing record's division; the default division is not used
- C. This setting restricts the user from viewing or creating records in other division
- D. Users cannot change their division
- E. Available only in organizations that use divisions to segment their data.
- F. Division that is applied, by default, to all new accounts and leads created by the user, unless he or she explicitly sets a different division
- G. When users create records related to an account or other record that already has a division, the new record is assigned to the existing record's division; the default division is not used
- H. This setting does not restrict the user from viewing or creating records in other division
- I. Users cannot change their division
- J. Available only in organizations that use divisions to segment their data.
- K. Division that is applied, by default, to all new accounts and leads created by the user, unless he or she explicitly sets a different division
- L. When users create records related to an account or other record that already has a division, the new record is assigned to the existing record's division; the default division is not used
- M. This setting does not restrict the user from viewing or creating records in other division
- N. Users can change their division at any time
- O. Available only in organizations that use divisions to segment their data.

**Answer:** B

**NEW QUESTION 1012**

- (Topic 10)

I can merge 3 records at a time in SFDC to clean up dupe.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 1017**

- (Topic 10)

Which of the following are true about Web-to-Lead:

- A. Salesforce CRM runs field validation rules before creating records
- B. All required fields must have a value before a record can be created
- C. The format for date and currency fields captured online is taken from the users browser settings

**Answer:** AB

**NEW QUESTION 1018**

- (Topic 10)

What steps are part of the process to enable Multi-Currency in an organization?

- A. Create a Sandbox
- B. Contact salesforce.com to enable multiple currencies
- C. Enable Advanced Currency Management
- D. Choose a default currency

**Answer:** BD

**NEW QUESTION 1023**

- (Topic 10)

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 1024**

- (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 1026**

CORRECT TEXT - (Topic 10)

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

- A.

**Answer:** ForecastsandTerritories

**NEW QUESTION 1031**

- (Topic 10)

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

- A. Yes
- B. No

**Answer:** B

**Explanation:**

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

**NEW QUESTION 1033**

CORRECT TEXT - (Topic 10)

Describe the components of the Console tab:

- A.

**Answer:** Frameslistviewdetailviewminiviewsidebarelatedobjectsminipagelayoutsconsolelayout

**NEW QUESTION 1037**

- (Topic 10)

Task Records are "to-do" lists, are date sensitive, and must be completed before they move to my Activity History.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 1040**

- (Topic 10)

Editing Records: Required fields are marked by which color?

- A. Blue
- B. Green
- C. Red
- D. Black

**Answer:** C

**NEW QUESTION 1041**

- (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 1044**

CORRECT TEXT - (Topic 10)

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

- A.

**Answer:** Leadsandcases

**NEW QUESTION 1045**

- (Topic 10)

Which of following is granted by the Manage Cases Permission (Select 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:** ABCD

**NEW QUESTION 1048**

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