DEV-401 Dumps

Building Applications with Force.com and Visualforce

https://www.certleader.com/DEV-401-dumps.html

NEW QUESTION 1
CORRECT TEXT
When is Manual Sharing used?

Answer:

Explanation: When a user needs access to an Individual record, a user will full access to the records can add manual sharing to a record.

NEW QUESTION 2
When a cross object formula references currency fields of a different currency to that on the record where the formula is used, Salesforce randomly picks one currency to use.

A. True
B. False

Answer: B

NEW QUESTION 3
How many versions of a flow can be active at one time?

A. 1
B. 2
C. 3
D. 4

Answer: A

NEW QUESTION 4
Building your Data Model True or False The limit on the number of custom fields per object depends on the Salesforce edition.

A. True
B. False

Answer: A

NEW QUESTION 5
Which of the following statements are true? (Select all that apply.)

A. The ISCHANGED function compares the value of a field with its previous value and returns TRUE if the values are differen
B. If the values are the same, this function returnsFALSE.
C. The ISNUMBER function determines if a text value is a number and returns TRUE if it is; otherwise, it returns FALSE.
D. The ISNEW function compares a text field to a regular expression

Answer: AB

NEW QUESTION 6
When are validation rules applied?

A. When a user saves a record.
B. When a user views a record.
C. When a user exports a record.
D. When a user reports on a record.

Answer: A

NEW QUESTION 7
Which of the following statements are true about a lookup relationship? (Select all that apply):

A. A maximum of 2 relationships are allowed per object
B. A lookup relationship can span to multiple layers
C. A parent record is required for each child
D. A lookup field is not a required field
E. Access to parent determines access to children

Answer: BD

NEW QUESTION 8
A Junction object is a custom object on the detail side of TWO relationships and is used to connect 2 objects you want to relate together and is sometimes called a "Many to Many" relationship.

A. True

B. False

Answer: A

NEW QUESTION 9
CORRECT TEXT
Describe some situations where you might use the Developer Console or the Debug log to troubleshoot automated actions.

Answer:

Explanation: A workflow field update doesn't seem to be taking place: The field update may be working, but an Apex trigger may be overwriting the update. A record submitted for approval is not routed to the expected user: If there are multiple approval processes on a single object, users' record may be meeting the criteria for both, and the order may need to be changed.

NEW QUESTION 10
Time-Dependent workflow can be used when a workflow rule is set to evaluate Every time a record is created or updated.

A. True
B. False

Answer: B

NEW QUESTION 10
CORRECT TEXT
What is a page layout?

Answer:

Explanation: Defines the organization of fields, custom links and related lists on an object detail or edit page

NEW QUESTION 12
CORRECT TEXT
Fill in the missing word: A change set can be used to deploy metadata only between ___ orgs.

Answer:

NEW QUESTION 14
If a lookup field is optional, what actions can you define for the field if someone deletes a referenced lookup record? (Select all that apply)

A. Clear the value of this field
B. Delete all records which contain this reference
C. Don't allow deletion of the lookup record that's part of a lookup relationship
D. Delete this record also

Answer: ACD

NEW QUESTION 19
CORRECT TEXT
Define Sharing Rules

Answer:

Explanation: Created to grant access to records between users when access does not roll-up through the role hierarchy

NEW QUESTION 23
CORRECT TEXT
What can you do with Apex?

Answer:

Explanation: Write custom business logic

NEW QUESTION 28
CORRECT TEXT
Describe Organization-wide Defaults

Answer:

Explanation: Used to define the most restrictive access level for all users in the organization for records not owned by them.

NEW QUESTION 30
A field hidden by field-level security is still visible through the API.

A. True
B. False

Answer: B

NEW QUESTION 33
Interviewers should never be able to view a candidate's social security number. Which tool would you use to meet this requirement?

A. Record types
B. Field-level security
C. Page Layouts
D. Page Layouts with Record Types

Answer: B

NEW QUESTION 37
Which statement is true?

A. Child records in mater-detail relationships have their own org-wide defaults.
B. Org-wide defaults can be set for both standard and custom objects.
C. Only read/write access can be granted through sharing rules.
D. Sharing rules are used to restrict access to records.

Answer: B

NEW QUESTION 42
What are the permissions that allow a system administrator to manage an application? (select all that apply)

A. View All Data
B. Read
C. Create
D. Modify All Data
E. Edit All Data

Answer: A

NEW QUESTION 47
CORRECT TEXT
Preserving Data Quality What would be a use case for validation rules utilizing REGEX formula function to enforce data format?

Answer:

Explanation: Postal/Zip Codes

NEW QUESTION 48
CORRECT TEXT
When is a validation rule enforced?

Answer:

Explanation: Before the user can save the record. When the user hits save, the record cannot be saved unless all validation rules are fulfilled.

NEW QUESTION 53
CORRECT TEXT
How many permission sets can you have in an organization?

Answer:

Explanation: 1000

NEW QUESTION 57
Which users can grant sharing privileges on a given record? (Select all that apply)

A. System Administrators
B. Manager
C. Owner of the record
D. Users above the owner of the record in the role hierarchy
E. Users below the owner in the role hierarchy

Answer: ACD

NEW QUESTION 61
CORRECT TEXT
Building Business Processes Describe the ISNEW Formula function

Answer:

Explanation: The ISNEW function checks if a formula is running during the creation of a new record and returns TRUE if it is. If the formula is running for updating an existing record, this function returns FALSE. For example, by using ISNEW, you can ensure that hiring managers don't specify a back date as the open date on a position to increase its perceived urgency.

NEW QUESTION 64
What are the 4 Declarative Application building blocks of the User Interface? (Select all that apply)

A. Visualforce Pages
B. Applications
C. Tabs
D. Workflow
E. Page Layouts
F. Record Types

Answer: BCEF

NEW QUESTION 67
How can a developer restrict access to records?

A. By changing the organization-wide defaults
B. By creating manual sharing
C. By creating a new role hierarchy
D. By creating a public group

Answer: A

NEW QUESTION 69
CORRECT TEXT
Building Business Processes Describe the VLOOKUP Formula Function.

Answer:

Explanation: The VLOOKUP function returns a value by looking up a related value in a custom object. This function checks against a key and returns a value from that key. Similar to the VLOOKUP () function in Microsoft Excel. For example, users can check the state and zip code entered in a record against a table of states and zip codes to ensure that the state and zip code match.

NEW QUESTION 71
In a multistep process, when do you decide the decision criteria and approval assignment?

A. Creating initial submission actions
B. Defining recall actions
C. Deciding step definition
D. Setting final approval actions

Answer: C

NEW QUESTION 72
Reports can only display 1 child object at a time.

A. True
B. False

Answer: A

NEW QUESTION 75
CORRECT TEXT
What are the 3 levels of access available through Organization-wide Defaults?

Answer:

Explanation: Public Read/write - View and edit all records Public Read Only - View all records Private - View only own records

NEW QUESTION 79
Which of the following actions are tracked in debug logs? (Select all that apply.)

A. Database changes
B. Manual workflow processes
C. Request-response HTML
D. Resources used by an Apex script

Answer: AD

NEW QUESTION 82
Sharing rules are used to further restrict access defined in the Organization-wide Default settings.

A. True
B. False

Answer: B

NEW QUESTION 85
CORRECT TEXT
What are the 3 types of custom tabs?

Answer:

Explanation: 1. Custom object tab
2. Web tab
3. Visualforce tab

NEW QUESTION 90
In a Master-Detail Relationship, ownership and access to the child record are determined by the parent record

A. True
B. False

Answer: A

NEW QUESTION 94
CORRECT TEXT
Preserving Data Quality How might you use validation rules to prevent data loss?

Answer:

Explanation: Validation rules in conjunction with a roll-up summary field can be used to prevent users from adding or deleting records. To create a validation rule:
1. Build a roll-up summary on the parent object that sums the number of child records. 2. Create a validation
rule on the parent object that conditionally prevents changes to the number listed in the roll- up summary field. If a user tries to add or delete a record, the
validation rule prevents the user from doing that.

NEW QUESTION 99
If a developer wants interviewers to view positions, but to never view the Pay Grade listed for a position, which tool would the developer use?

A. Field-level security on positions
B. Page Layouts
C. Field-level security on grades
D. Record types

Answer: A

NEW QUESTION 104
CORRECT TEXT
What access can be granted through sharing rules?

Answer:

Explanation: Read/Write Read Only Full access cannot be granted through sharing rules.

NEW QUESTION 106
CORRECT TEXT
When might you need to migrate configuration changes?

Answer:

Explanation: You might need to migrate customizations like apps, objects, code, reports or email templates from a development sandbox to a training sandbox or production environment

NEW QUESTION 111
CORRECT TEXT
Building your User Interface How can you control the different settings of the page layout?

Answer:

Explanation: You can use the Enhanced Page Layout Editor

NEW QUESTION 113
CORRECT TEXT
Describe a roll-up summary

Answer:

Explanation: Calculates values from a set of related records. Example: Calculate the sum of all invoice values related to an account record

NEW QUESTION 118
In a Lookup relationship, cross-object field updates and roll-up summary fields can be done.

A. True
B. False

Answer: B

NEW QUESTION 120
CORRECT TEXT
List the types of Data Element available to use in a flow (4 items)

Answer:

Explanation: Record Create Record Update Record Lookup Record Delete

NEW QUESTION 122
What can you use to limit available picklist options? (Choose 1)

A. Page Layouts
B. Record Types
C. Field Level Security
D. Profiles

Answer: B

NEW QUESTION 125
CORRECT TEXT
What can be done with Bulk API?

Answer:

Explanation: Load large amounts of data into the system

NEW QUESTION 126
CORRECT TEXT
Describe the Developer Console

Answer:

Explanation: The Developer Console is a collection of tools that you can use to analyze and troubleshoot applications in your Salesforce organization. You can use the Developer Console for a variety of administrative and development tasks which include general debugging and troubleshooting, source code editing, and performance validation.

NEW QUESTION 128
CORRECT TEXT
What is the limit for cross-object formulas?

Answer:

Explanation: 10 unique relationships per object across all formulas and rules

NEW QUESTION 129
What is the most restrictive Organization-wide default?

A. Read/Write
B. Read Only
C. Private
D. Hidden

Answer: C

NEW QUESTION 131
CORRECT TEXT
What does Field History Tracking do?

Answer:

Explanation: It tracks modification to any standard or custom field, whose history is set to be tracked in the object's history related list

NEW QUESTION 134
What tools available to move migration changes (metadata)? (Select all that apply)

A. Change Sets
B. DataLoader
C. Force.com IDE
D. Force.com Migration Tool (ANT-Based)

Answer: ACD

NEW QUESTION 138
Approval processes a re not available in a change set.

A. True
B. False

Answer: A

NEW QUESTION 141
CORRECT TEXT
What are Apex Sharing reasons?

Answer:

Explanation: Can be created declaratively but are used by developers to define reasons for access. Apex sharing reasons can be also selected when manually sharing a record. Exist only for custom objects.

NEW QUESTION 146
You cannot relate records from the same object via an relationship field.

A. True

B. False

Answer: B

NEW QUESTION 147
If a record no longer meets the time based workflow rule criteria, the action executes as originally triggered

A. True
B. False

Answer: A

NEW QUESTION 149
Which of the following are true about custom objects? (Select all that apply):

A. Salesforce provides a set of custom objects that you can use to store data.
B. After you create a custom object, you need to add the user interface.
C. Custom objects come with an infrastructure including reporting, auditing and access control.
D. When you create a custom object, you get a direct access to the database.
E. Custom objects are reportable and search

Answer: CE

NEW QUESTION 152
Identify all statements that are true:

A. If you remove access to an app from a profiles, the users in that profile will still be able to see the tabs in that application.
B. If you hide a tab from a profile, the users in that profile will not be able to see records for that object.
C. If you have 2 records types for an object, you need to have 2 page layouts for that object.
D. If a user does not have access to a specific record type, they will still be

Answer: ABD

NEW QUESTION 155
The only way to test whether a time-dependent workflow rule is executing as expected is to wait.

A. True
B. False

Answer: B

NEW QUESTION 159
If a record that has an action pending against it in the time-based workflow queue is modified so that the record no longer meets the criteria or the timing changes, the action will be updated in the queue.

A. True
B. False

Answer: A

NEW QUESTION 163
When creating technical positions, the hiring manager must fill out the certification requirements for the position. When creating non-technical positions, such as positions in Sales & Finance, the certification fields are not required and therefore must not be visible. Which tool would you use to meet the requirements?

A. Record types
B. Field-level security
C. Page Layouts
D. Page Layouts with Record Types

Answer: D

NEW QUESTION 166
With Metadata API you can move configuration changes between sandbox and production environments:

A. True
B. False

Answer: A

NEW QUESTION 169
CORRECT TEXT
List 5 features which are used to control record access.

Answer:

Explanation: 1. Organization-wide defaults
2. Roles
3. Public Groups
4. Sharing Rules
5. Manual Sharing

NEW QUESTION 172
If a developer wants to set up access in such a way that managers always see records owned by their subordinates, which feature should the developer use?

A. Organization-wide defaults
B. Role hierarchy
C. Manual Sharing
D. Profiles

Answer: B

NEW QUESTION 175
CORRECT TEXT
List the 3 Declarative Application building blocks of Business Logic.

Answer:

Explanation: 1. Workflow
2. Validation Rules
3. Approval Processes

NEW QUESTION 180
Master-Detail Relationship, the parent field on the child record can be optional.

A. True
B. False

Answer: B

NEW QUESTION 183
The option to skip to the next step is available only if a step has subsequent steps.

A. True
B. False

Answer: A

NEW QUESTION 184
CORRECT TEXT
What is the maximum allowed master-detail relationships per object?

Answer:

Explanation: 2

NEW QUESTION 189
You can only use Style tags to change the look and feel of a page.

A. True
B. False

Answer: B

NEW QUESTION 191
A user faces problem while logging into Salesforce. What should administrator do?

A. Change IP address of the machine
B. Unlock the user
C. See login history

Answer: C

NEW QUESTION 192
CORRECT TEXT
What records can be loaded using import wizards? (5 items)

Answer:

Explanation: Accounts Contacts Leads Solutions Custom objects

NEW QUESTION 196
CORRECT TEXT
What attribute of the component can be used to hide the related lists

Answer:

Explanation: Related List

NEW QUESTION 198
Data Loader does not use the SOAP-based Web services by default.

A. True
B. False

Answer: B

NEW QUESTION 202
CORRECT TEXT
Which operations are available in roll-up summary field?

Answer:

Explanation: sum, max, min, count

NEW QUESTION 205
CORRECT TEXT
Which characters in the unique record Id identify the object to which it relates?

Answer:

Explanation: The first 3 characters

NEW QUESTION 206
CORRECT TEXT
The sales team would like to have a map displaying the company location on the Account page. What tool should you use?

Answer:

Explanation: Visualforce - you should create a custom page to display a map component and include it in a page layout.

NEW QUESTION 209
CORRECT TEXT
What is a quote?

Answer:

Explanation: A quote is a record showing proposed prices for products and services. You create a quote from an opportunity and its products. Each opportunity can have multiple associated quotes, and any one of them can be synced with the opportunity. When a quote and an opportunity are synced, any change to line items in the quote will sync with products on the opportunity, and vice versa. When your quote is complete, you can generate a PDF and email it to your customer.

NEW QUESTION 210
CORRECT TEXT
Where can you access and create new static resources?

Answer:

Explanation: In the Setup menu, under Develop, Static Resources

NEW QUESTION 212
CORRECT TEXT
What is a contact role and for which objects is it available?

Answer:

Explanation: A contact role defines the part that a contact or person account plays in a specific account, case, contract, or opportunity. For example, Tom Jones might be the Decision Maker for the opportunity, and Mary Smith might be the Evaluator. You can assign a contact role to any contact or person account that affects your account, case, contract, or opportunity. Contacts and person accounts can have different contact roles on various accounts, cases, contracts, or opportunities.

NEW QUESTION 215
CORRECT TEXT
Which Assignment Rule is available only if territory management is enabled?

Answer:

Explanation: Account Assignment Rule

NEW QUESTION 217
CORRECT TEXT
What is the record limit for loading records using import wizards?

Answer:

Explanation: 50,000

NEW QUESTION 220
CORRECT TEXT
The recruiting team would like every section and related list to display as an individual tab that can be viewed when clicked on. Which tool should you use?

Answer:

Explanation: Visualforce - This requirement can only be fulfilled using Visualforce

NEW QUESTION 225
CORRECT TEXT
The object used in many-to-many relationship is called as?

Answer:

Explanation: Junction object

NEW QUESTION 229
Submitters can always recall approval requests.

A. True
B. False

Answer: B

NEW QUESTION 231
CORRECT TEXT
Out of the custom field types which is not available during data loading using Apex Data Loader?

Answer:

Explanation: Auto-number

NEW QUESTION 234
CORRECT TEXT
How long is the setup audit trail stored for?

Answer:

Explanation: 180 days

NEW QUESTION 236
Force.com is good for

A. data centric apps
B. process centric apps
C. both of above

Answer: C

NEW QUESTION 240
Which of these standard fields can be tracked through Field HistoryTracking?

A. Name
B. Owner
C. Created By
D. Last Modified By

Answer: AB

NEW QUESTION 243
CORRECT TEXT
Many-to-many relationship is created using?

Answer:

Explanation: Two master-detail relationships

NEW QUESTION 247
CORRECT TEXT
What Fields does History Tracking not track?

Answer:

Explanation: Values are not tracked for: Long text area Multi-select picklists

NEW QUESTION 250
CORRECT TEXT
When would creation of master-detail relationship fail?

Answer:

Explanation: detail relationships. A standard object can be a child object only in a lookup relationship, not in a master-detail relationship.

NEW QUESTION 255
CORRECT TEXT
What are Visualforce Controllers?

Answer:

Explanation: A set of instructions that specify what happens when a user interacts with the components specified in the page.

NEW QUESTION 258
CORRECT TEXT
To enforce data format using validation rule, which function should be used?

Answer:

Explanation: REGEX

NEW QUESTION 261
You can use the component to deploy a flow within a Visualforce page

A. True
B. False

Answer: A

NEW QUESTION 266
CORRECT TEXT
Which are the 3 tiers of an app?

Answer:

Explanation: data model, user interface, business logic

NEW QUESTION 271
CORRECT TEXT
What is the difference between the 15 digit Sale force record Id and the 18 digit equivalent?

Answer:

Explanation: The 15 digit Id is case sensitive, where the 18 digit Id is case Insensitive and should be used when analyzing data in case insensitive tools such as Excel

NEW QUESTION 276
CORRECT TEXT
Which of the standard fields of a custom object can be modified/specified during data load using Apex Data Loader?

Answer:

Explanation: Name, Owner

NEW QUESTION 278
CORRECT TEXT
To transfer records, what permissions are required?

Answer:

Explanation: ALL of the following are required: — "Transfer Record" or "Transfer Lead". — "Edit" on the specified object. — "Read" on the records being transferred.

NEW QUESTION 279
Which of the following best defines controllers?

A. A set of instructions specifying what happens when a user interacts with the components specified in the pag
B. Available for all standard and custom objects.
C. These contain the code for displaying a custom user Interface, and are a combination of standard Web technologies such as HTML JavaScript (including AJAX), and Flex.
D. These are either standard or custom UI const

Answer: A

NEW QUESTION 282
Universal Containers has two teams - sales team and marketing team. For sales team all stages of lead lifecycle should be available while for marketing team only 3 stages should be available. How can the administrator ensure this?

A. Create validation rule
B. Create two different lead processes for sales team and marketing team
C. Create workflow rule
D. Create approval process

Answer: B

NEW QUESTION 287
CORRECT TEXT
List the available tools to develop Visualforce pages

Answer:

Explanation: Inline editor Force.com IDE in Eclipse Developer console

NEW QUESTION 289
CORRECT TEXT
What are the limits for Visualforce pages?

Answer:

Explanation: Up to 1Mb of content, can display up to 15Mb of data

NEW QUESTION 293
CORRECT TEXT
Which are the 4 desktop clients that integrate Salesforce with your PC?

Answer:

Explanation: Connect for Outlook, Connect for Lotus Notes, Connect for Office, Connect Offline

NEW QUESTION 297
CORRECT TEXT
What feature must be enabled on your user record before you can use the Inline editor?

Answer:

Explanation: Development mode

NEW QUESTION 300
Which of the following statements are true about field history tracking? (Select all that apply.)

A. it allows developer s to choose only custom fields for tracking changes.
B. It allows developers to choose up to 20 fields per object for tracking changes.
C. It does not track old and new values for long text area fields and multi-select picklists.
D. It replaces an old entry with a new entry in the History related list, any time a user modifies any of the standard

Answer: BC

NEW QUESTION 303
CORRECT TEXT
How to remove 'Always on Layout' and 'Required' field from the page layout (blue circle and red asteroid next to this field)?

Answer:

Explanation: To remove field which is 'Always on Layout' and 'Required' on the page layout, first make it not compulsorily value required by properties -> uncheck 'Required' on page layout itself (click on the wrench symbol next to the field on the page layout), then go to each profile and in 'Field level security section' uncheck 'Visible' checkbox.

NEW QUESTION 305
Record types can be used to determine

A. picklist values
B. business processes (using different page layouts)
C. Both of above

Answer: C

NEW QUESTION 310

What does development mode enable? (Select all that apply)

A. Inline editor
B. File check In and out
C. Page creation
D. Development sandbox

Answer: AC

NEW QUESTION 315
CORRECT TEXT
Which is the order of execution among these? Escalation rule assignment rule trigger workflow rule validation rule auto-response rule?

Answer:

Explanation: validation rule trigger assignment rule auto-response rule workflow rule Escalation rule

NEW QUESTION 317
Rollup summary can be created for

A. Master-detail relationship
B. Lookup relationship
C. Both of above

Answer: A

NEW QUESTION 318
CORRECT TEXT
What is the difference between Export and Export All in Apex Data Loader?

Answer:

Explanation: Deleted records are stored in Sales force for 45 days. In 'Export All' the deleted records also get exported. In 'Export' the deleted records do not get exported.

NEW QUESTION 323
CORRECT TEXT
What is Connect Offline?

Answer:

Explanation: Connect Offline is a client application that lets you access a subset of Salesforce records using the same browser-based interface as the online system but without an Internet connection.

NEW QUESTION 326
Custom picklist fields can be either controlling or dependent fields.

A. True
B. False

Answer: A

NEW QUESTION 330
What license is needed to install or uninstall apps from AppExchange?

A. Install package license
B. Uninstall package license
C. Manage package license.

Answer: C

NEW QUESTION 332
Which of the following statements about setup audit trail are true? (Select all that apply.)

A. Tracks setup changes made by developers and administrators
B. Displays 20 most recent changes
C. Tracks only the date of change
D. Tracks changes to data in custom object records

Answer: AB

NEW QUESTION 336
CORRECT TEXT
Which are the two types of auto-response rules?

Answer:

Explanation: Lead auto-response rule, Case auto-response rule

NEW QUESTION 338
CORRECT TEXT
The recruiting team would like the Programming Languages field to display only when the department is specified as Engineering on a job application. What tool should you use?

Answer:

Explanation: Page layout with Record Type - create a record type for certain types of job application records and select to display pertinent fields using page layouts for each record type

NEW QUESTION 339
CORRECT TEXT
What do Debug logs track?

Answer:

Explanation: Activities performed and results generated by end users or code

NEW QUESTION 344
CORRECT TEXT
What attribute of the component can be used to hide the sidebar?

Answer:

Explanation: sidebar

NEW QUESTION 346
CORRECT TEXT
Which are the 4 standard fields of a custom object?

Answer:

Explanation: Name, Owner, Created By, Last Modified By

NEW QUESTION 351
Records can enter an approval process based on

A. Based on criteria.
B. If 'All records enter this approval process' checkbox is checked, then all records of that object which are submitted for approval would enter this approval process.
C. Only A is valid
D. Only B is valid
E. Both A and B are valid

Answer: A

NEW QUESTION 352
New approval steps can be added to an active approval process only if it is deactivated.

A. True
B. False

Answer: B

NEW QUESTION 357
The Created Date field can be updated on a record using the Inserting System Fields feature.

A. True
B. False

Answer: B

NEW QUESTION 362
CORRECT TEXT
What attributes are required for the component?

Answer:

Explanation: Entity Id

NEW QUESTION 363
If the record submitted does not meet the entry criteria of any active approval process, then the record gets rejected.

A. True
B. False

Answer: B

NEW QUESTION 365
CORRECT TEXT
What values are available for Field-level security?

Answer:

Explanation: Visible, Read-Only

NEW QUESTION 370
CORRECT TEXT
Up to how many custom fields in a standard or custom object can be marked as external id field?

Answer:

Explanation: Three

NEW QUESTION 375
Which of these can edit a record during an approval process?

A. Only Administrator
B. Only Current approver
C. Both of above

Answer: AC

NEW QUESTION 376
CORRECT TEXT
Which are the 3 types of teams?

Answer:

Explanation: Sales Teams to work on Opportunities, Case Teams to work on Cases, Account Teams to work on Accounts. Sales Team is now called as Opportunity Team.

NEW QUESTION 378
While adding a contact role to an Account which of these contacts a counter available?

A. Contacts present in the related list of that Account
B. All Contacts from the Contact object.

Answer: B

NEW QUESTION 382
CORRECT TEXT
Which are the 3 types of Assignment Rules?

Answer:

NEW QUESTION 385
CORRECT TEXT
Which are the 3 types of activities?

Answer:

Explanation: tasks, calendar events and requested meetings

NEW QUESTION 387
Records can enter a step in an approval process based on

A. Based on criteria
B. If 'All records enter this step' checkbox is checked, then all records which have entered this approval process, would enter this step of the approval process
C. Only A is valid
D. Only B is valid
E. Both A and B are valid.

Answer: C

NEW QUESTION 389
CORRECT TEXT
What is Salesforce CRM Content?

Answer:

Explanation: With Salesforce CRM Content you can organize, share, search, and manage content within your organization and across key areas of the Salesforce application. Content can include all file types, from traditional business documents such as Microsoft PowerPoint presentations to audio files, video files, Web pages, and Google docs.

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NEW QUESTION 391
CORRECT TEXT
User B has created a Associate record. At the profile level, the profile 'Custom-Recruiter' of User A has only Read, Edit access for Associate. Role of user B is 'Channel Sales Team'. User A belongs to the public group 'All Interviewers'. OWD of Associate is 'Private'. A sharing rule has been created to share Associate records owned by the role 'Channel Sales Team' with the public group 'All Interviewers' wit h Read/Write access. What access will User A have for the record control?

Answer:

Explanation: Read and Edit because the sharing rule can make record access lesser restrictive. Thus the statement 'OWD or sharing rule can make access level lesser restrictive but not more restrictive' is valid only if the user has Edit permission at the profile level for that object.
Edit permission at profile level means that the user can edit records created by him of that object.

NEW QUESTION 396
Which of these can have only one of them active at a time?

A. Validation rule
B. Assignment rule
C. Auto-response rule
D. Workflow rule
E. Escalation rule
F. Approval process
G. Sharing rule

Answer: BCE

NEW QUESTION 401
CORRECT TEXT
What is the advantage of using Custom Report Type while creating report?

Answer:

Explanation: If report is made using 'Job Application' object, and 'Job Application' has lookup of 'Position' object, then the report made using 'Job Application'

object can have only 'With' relationship. If Custom Report Type is used then the 'With or Without' relationship can also be used.

NEW QUESTION 406
CORRECT TEXT
Which of these standard objects cannot be shared? Account, Opportunity, Lead, Case, Product, Campaign, Contract, Contact

Answer:

Explanation: Product, Contract

NEW QUESTION 408
Organization wide default (OWD) & sharing rules are applied at the

A. profile level
B. object level
C. record level

Answer: BC

NEW QUESTION 409
The workflow actions within a workflow rule execute in the order in which they are created.

A. True
B. False

Answer: B

NEW QUESTION 411
If multiple active workflow rules are present on an object, then these workflow rules will execute in the order in which they have been created.

A. True
B. False

Answer: B

NEW QUESTION 415
Automating business processes is possible using

A. workflow
B. approval processes
C. both of above

Answer: C

NEW QUESTION 418
CORRECT TEXT
How are the results of Analytic snapshots stored?

Answer:

Explanation: Results of Analytic snapshots are stored as records in the destination object.

NEW QUESTION 420
'Modify all' if checked at the profile level, always overrides the OWD setting.

A. True
B. False

Answer: A

NEW QUESTION 421
CORRECT TEXT
Which are the 5 actions available with workflow rules?

Answer:

Explanation: send email, send outbound message, field update, set task, use existing action

NEW QUESTION 426
External id can be created for field of type text, number or email.

A. True
B. False

Answer: A

NEW QUESTION 430
CORRECT TEXT
If OWD of Opportunity is set to private, then which all opportunities can a user view?

Answer:

Explanation: As OWD of Opportunity is set to private, so any user will be able to view only these opportunities:
1. Opportunities owned by the user.
2. Opportunities shared with the user using Opportunity Sharing Rule.
3. Opportunities owned by users below this user in the organization role hierarchy as 'Grant Access Using Hierarchies' is always checked for standard objects. It cannot be unchecked.
4. Opportunities on which this user has been added as an Opportunity Team member

NEW QUESTION 432
Checking 'Grant Access Using Hierarchies' gives what type of access to records owned by subordinates?

A. Read, Edit
B. Read, Edit, Delete
C. Depends on what access the profile of the senior has for that object out of Read, Edit, Delete.

Answer: C

NEW QUESTION 434
When upserting record using Apex Data Loader and using the record id for matching the record, if the value for the record id field is not provided in the csv file or while mapping fields from the csv file to the Salesforce object fields, then

A. The upsert fails
B. New record gets created in Salesforce

Answer: B

NEW QUESTION 439
Quotes can be created from

A. Quotes tab
B. From 'Quotes' related list on an opportunity
C. From both of above

Answer: B

NEW QUESTION 444
CORRECT TEXT
Conflict Resolution tool is available in?

Answer:

Explanation: Connect Offline

NEW QUESTION 448
CORRECT TEXT
A workflow rule with workflow action of field update is active but is not giving the desired result. What could be the reason?

Answer:

Explanation: There might be another active workflow rule on the same object which might be giving an output which is conflicting with the output of this workflow rule by updating the same field in some other way. De activate the other workflow rule or check the business logic as to why we are doing multiple field updates on the same field.

NEW QUESTION 453
Account object has a custom field 'Tax' of type number. Some account records are present in Salesforce which do not have any value in this field. This custom field

is now made a required field by editing it. The editing will fail as some records are present which do not have a value for this field.

A. True
B. False

Answer: B

NEW QUESTION 455
Sharing rules can be more restrictive than the Organization Wide Default.

A. True
B. False

Answer: B

NEW QUESTION 457
CORRECT TEXT
What does Sales Stages refer to?

Answer:

Explanation: Stage picklist of opportunity

NEW QUESTION 458
Escalation Rules and Auto-Response Rules are available only for cases.

A. True
B. False

Answer: B

NEW QUESTION 463
Checkbox can be controlling field only and not a dependant field.

A. True
B. False

Answer: A

NEW QUESTION 464
CORRECT TEXT
What are the various ways of disabling Chatter?

Answer:

Explanation: To remove Chatter tab from the top horizontal bar, remove it from the 'Selected Tabs' from 'Customize My Tabs' from the '+' sign. To remove Chatter link altogether for all profiles, go to Setup -> Customize -> Chatter -> Settings and uncheck 'Enable'. Now Chatter link will not be available even if the '+' sign is clicked. To remove Chatter link altogether only for a specific profile, go to Setup -> Manage Users -> Profiles -> -> Objects and Tabs -> Chatter -> Edit and select'

NEW QUESTION 466
User B has created an Associate record. At the profile level, the profile 'Custom-Recruiter' of User A has Read, Edit access for Associate. OWD of Associate is 'Public Read/Write'. What access will User A have for the record created by User B?

A. Read and Edit because OWD can make record access lesser restrictive
B. Only Read

Answer: A

NEW QUESTION 471
CORRECT TEXT
What is campaign influence?

Answer:

Explanation: Because opportunities are usually influenced by more than one campaign, the campaign influence feature allows you to manually or automatically associate multiple influential campaigns to a single opportunity.

NEW QUESTION 472

CORRECT TEXT
If a custom object is a child in a master-detail relationship, then its OWD setting is?

Answer:

Explanation: Controlled by Parent

NEW QUESTION 474
CORRECT TEXT
Queues exist for which objects?

Answer:

Explanation: Queues exist for, Leads, Cases and custom objects.

NEW QUESTION 476
In a workflow rule which of the following statements is true

A. Specifying at least one criterion is compulsory in the rule criteria section under Run this rule if the following criteria are met
B. Specifying criteria is optional in the rule criteria section under Run this rule if the following criteria are met'If no criteria are specified, then this workflow rule will execute for all records created of that object.

Answer: A

NEW QUESTION 480
CORRECT TEXT
What is used for tracking changes to configuration of Salesforce CRM?

Answer:

Explanation: Setup Audit Trail

NEW QUESTION 483
Since Apex sharing reasons are not available for standard objects, so sharing individual records of standard objects is not possible.

A. True
B. False

Answer: B

NEW QUESTION 487
CORRECT TEXT
Criteria based sharing rule is not available on which standard objects?

Answer:

Explanation: Not available for Lead, Campaign. Available for Accounts, Contact, Opportunity, Case

NEW QUESTION 489
Organization wide default (OWD) is the first check used for determining access to records a user does not own.

A. True
B. False

Answer: A

NEW QUESTION 493
A standard object can be a child object in a

A. master-detail relationship
B. lookup relationship
C. Both of above are possible

Answer: B

NEW QUESTION 495

Once a sharing rule has been created based on owner, then it can be modified to make it a sharing rule based on criteria.

A. True
B. False

Answer: B

NEW QUESTION 500
CORRECT TEXT
'New Meeting Request' button is available on the Open Activities related list on the detail pages of which objects?

Answer:

Explanation: contacts, leads, and person accounts

NEW QUESTION 501
CORRECT TEXT
What is the use of Data Categories?

Answer:

Explanation: objects. It means none of the fields are tracked for any of the objects. Any changes to records owned by a user are automatically followed on Chatter. To disable this feature, go to Setup -> My Chatter Settings -> My Feeds and check the checkbox for 'Stop automatically

NEW QUESTION 504
If OWD is private for a custom object Position, then a user can view only those Position records which are owned by him if no one down the role hierarchy below him has created any Position record and t here is no sharing rule on Position object.

A. Always true
B. Not always true

Answer: B

NEW QUESTION 507
Apex sharing reasons are available for standard and custom objects.

A. True
B. False

Answer: B

NEW QUESTION 508
Field level security and record types work at

A. profile level
B. record level

Answer: A

NEW QUESTION 510
CORRECT TEXT
An opportunity is triggering a workflow rule that is set to evaluate. When a record is created, or when a record is edited and did not previously meet the rule criteria'. The opportunity previously met the workflow criteria so the workflow rule should not trigger now. But the workflow rule is being triggered. What could be the reason?

Answer:

Explanation: This can happen when the account that the opportunity is related to is changed. Doing this will re-parent the opportunity and thus all 'on-create' workflow rules will trigger.

NEW QUESTION 514
An object can have

A. A master-detail relationship with itself
B. A lookup relationship with itself
C. Both of above are possible

Answer: B

NEW QUESTION 518
CORRECT TEXT
Which are the two report folders to which all users have access?

Answer:

Explanation: 'Unfiled Public Reports' and 'My Personal Custom Reports'.

NEW QUESTION 521
External id can be used for matching record during which of these operations using the Apex Data Loader

A. upsert
B. update
C. delete

Answer: A

NEW QUESTION 523
A file which is private:

A. Can always be viewed by only the owner of the file
B. Can always be viewed by the owner of the file and by any user who has the 'Modify All Data' permission.
C. Depends.

Answer: C

NEW QUESTION 526
CORRECT TEXT
'Sharing' button has been added to the page layout of the 'Account' object. OWD of account is public read/write. On any Account record, the Sharing button is still visible for sharing that record using an Apex Sharing Reason. What could be the reason?

Answer:

Explanation: The OWD of the related opportunities, cases or contacts could be private or public read-only. So there is scope for sharing the account.

NEW QUESTION 527
If the email id of an inactive user in Salesforce is changed then:

A. An email is sent immediately to the new email id for verifying the new email id.
B. An email is sent to the new email id for verifying the new email id only when the user is activated.
C. An email is NOT sent to the new email id for verifying the new email id as the email idwas changed when the user was inactiv
D. Such a mail would be sent only if the email id of an active user is changed.

Answer: C

NEW QUESTION 529
CORRECT TEXT
A new time trigger (like '3 hours after Rule Trigger Date' which is part of 'Time-Dependant Workflow Actions') cannot be added to a workflow rule under which cases using the 'Add Time Trigger' button?

Answer:

Explanation: If the workflow rule is active
If any time-based workflow action is pending to be executed on any of the existing time triggers of that workflow rule (like say any field update workflow action pending of time trigger
'1 Hour After Rule Trigger Date'). So deactivating t his workflow rule will not suffice. Deleting the record (if feasible) on which time-based workflow action is pending will make 'Add Time Trigger' button active again. c. If the workflow rule is to be executed

NEW QUESTION 530
CORRECT TEXT
What are the various ways of making a tab (say Leads) hidden for any profile?

Answer:

Explanation: Make it 'Tab Hidden' at profile level. (Other options are 'Default On' and 'Default Off').
Remove Read access on Leads at the profile level. The tab automatically becomes hidden for that profile.

NEW QUESTION 534
Apex sharing reason can be used for

A. Manual sharing of records or one-off sharing which is done on a record basis
B. General sharing rule
C. Both of above

Answer: A

NEW QUESTION 538
CORRECT TEXT
Which of these records can be activated? Account, Opportunity, Lead, Case, Product, Campaign, Contract, Contact

Answer:

Explanation: Product, Contract, Campaign

NEW QUESTION 539
CORRECT TEXT
For which objects, cloning is not possible?

Answer:

Explanation: Account, Solution, User

NEW QUESTION 542
'View All' has been checked at the profile level for a custom object Position but 'Modify All' has not been checked. OWD is read/write of the Position object. For any user having this profile Position records owned by other users will be read/write.

A. True
B. False
C. Depends

Answer: C

NEW QUESTION 547
For manual sharing of any account record, by default the owner of the record has Full Access to the account record and has Read/Write access on the related contacts, opportunities, cases. The Read/Write access on the related contacts, opportunities, cases can be made more restrictive for the owner like read-only by creating a new manual sharing rule for that account record and selecting the owner's name from within the Users list.

A. True
B. False

Answer: B

NEW QUESTION 551
If a role is added to Sales Team, then it will get added to which of the following teams?

A. Case Team
B. Account Team

Answer: B

NEW QUESTION 556
Which record type will get assigned to a record being created?

A. Record type assigned by user while creating the record
B. Record type assigned by workflow rule using workflow action of type 'Field Update'.

Answer: B

NEW QUESTION 559
Opportunity is synced with

A. quota
B. forecast
C. quote

Answer: C

NEW QUESTION 560
CORRECT TEXT
What is cross object formula field?

Answer:

Explanation: Cross object formula field helps to access field of parent from child in both master detail relationship & lookup relationship. It can be used in a formula field on child like CustomObject1 r.Details c where Details c is a text field on the parent object CustomObject1.

NEW QUESTION 561
CORRECT TEXT
What is the Mail Merge process?

Answer:

Explanation: About the mail merge process and merge fields
A mail merge is the process of generating form letters and other Microsoft Word documents that are personalized for the recipient, who is often a contact or lead. The content of each document is predefined in a mail merge template. Mail merge templates include variables called merge fields where data from your Salesforce records — for example a contact's name and address—displays in the generated document.

NEW QUESTION 565
Which of these cannot be deactivated?

A. Validation rule
B. Workflow rule
C. Approval process
D. Sharing rule
E. Apex triggers
F. Escalation rule
G. Assignment rule
H. Auto-response rule.

Answer: D

NEW QUESTION 566
CORRECT TEXT
Which are the 3 types of Custom Tabs?

Answer:

Explanation: Custom object tab, Web tab, Visualforce tab

NEW QUESTION 571
CORRECT TEXT
Which of these records cannot be deactivated once activated? Product, Contract, Campaign

Answer:

Explanation: Contract

NEW QUESTION 575
CORRECT TEXT
Who all have a lifecycle?

Answer:

Explanation: Lifecycles
Opportunities have Stage picklist and Sales Processes based on the values in this Stage picklist. Leads have Lead Status picklist and Lead Processes based on the values in this Lead Status picklist. Cases have Status picklist and Support Processes based on the values in this Status picklist. Solutions have Status picklist and Solution Processes based on the values in this Status picklist. Quotes, Contracts have Status picklist but no processes associated to limit a

NEW QUESTION 580
A field marked as required while creating the field can be removed from some page layouts.

A. True
B. False

Answer: B

NEW QUESTION 583
A workflow rule can have a workflow action of type 'Field Update' to determine which record type should be assigned to the created record.

A. True
B. False

Answer: A

NEW QUESTION 586
Custom Summary Field/Formula is available only in report generated from Custom Report Type using with or without relationship with some other object.

A. True
B. False

Answer: A

NEW QUESTION 590
Multi select picklist can be dependant field only and not a controlling field.

A. True
B. False

Answer: A

NEW QUESTION 592
An Account record is owned by user A. For user B the 'Sharing' option would appear on this record if

A. User B has 'View All' permission at profile level for Account
B. User B has 'Modify All' permission at profile level for Account
C. OWD of Account is public read/writ
D. User B has 'Delete' permission at profile level for Account.

Answer: B

NEW QUESTION 595
Automatic case escalation can be disabled.

A. True
B. False

Answer: A

Explanation: Topic 4, Volume D

NEW QUESTION 600
CORRECT TEXT
Which objects are available while importing data using the import wizard?

Answer:

Explanation: Lead, Account, Contact, Solution, custom objects

NEW QUESTION 603
On the Campaign detail page, the 'Campaign Members' related list refers to the people:

A. Who will be targeted by this campaign (for generating sales opportunities i.
B. orders)
C. On whose behalf the emails et
D. will be sent while executing this campaign

Answer: A

NEW QUESTION 608
A lead can have more than one values in the lead status picklist with the 'Converted' checkbox checked for them so that these values are available while converting the lead to be assigned to the 'Status' picklist as the converted status.

A. True
B. False

Answer: A

NEW QUESTION 610
CORRECT TEXT
User A belongs to profile 'Custom – Recruiter'. At the profile level (Path as per Enhanced Profile User Interface, Setup -> Manage Users -> Profiles -> Custom – Recruiter -> Objects and Tabs -> Accounts) he does not have Read access on Account object. But yet he is able to see, edit, delete account records. What could be the reason?

Answer:

Explanation: The profile 'Custom – Recruiter' has 'Modify All Data' enabled at this path, Setup -> Manage Users -> Profiles -> Custom – Recruiter - > System Permissions. (Path is as per Enhanced Profile User Interface.) This gives all users belonging to this profile the ability to read, edit, create, delete any type of data across all apps. Checking 'Modify All Data' automatically checks 'View All Data'.

NEW QUESTION 613
CORRECT TEXT
Lead validation rule (like field Industry must have a value) always triggers when a lead is converted.

Answer:

Explanation: The lead validation rules trigger only if this option is checked on Customize > Leads > Settings 'Enforce Validation and Triggers from Lead Convert'

NEW QUESTION 616
CORRECT TEXT
From where would you add the Default Account Team?

Answer:

Explanation: From Setup > My Personal Information > Personal Information > Default Account Team related list

NEW QUESTION 621
CORRECT TEXT
For which objects quick create is available?

Answer:

Explanation: Lead, account, contact, forecast, opportunity

NEW QUESTION 624
While converting a lead

A. The update trigger of lead will fire
B. The delete trigger of lead will fire
C. Both update trigger & delete t rigger of lead will fire
D. Neither update trigger nor delete trigger of lead will fire

Answer: D

NEW QUESTION 626
If this option is unchecked on Customize > Leads > Settings, 'Enforce Validation and Triggers from Lead Convert' then the validation rules and triggers of account, contact & opportunity are bypassed but the validation rules and triggers of lead execute.

A. True
B. False

Answer: B

NEW QUESTION 629
Among two records related by master – detail relationship, the detail record can have an owner which is different from the owner of the master record.

A. True
B. False

Answer: B

NEW QUESTION 631
CORRECT TEXT
If at the profile level, 'Password Never Expires' has been checked but at Setup > Security Controls > Password Policies if it is specified that password expires in 30

days, then which of the two would be true for users of that profile?

Answer:

Explanation: 'Password Never Expires' specified at profile level would hold true.

NEW QUESTION 632
CORRECT TEXT
If there is a custom validation rule on a custom object Position for the custom text field Location to make sure that this field is not left blank, then what are the various ways of bypassing this validation rule?

Answer:

Explanation: a. Deactivate the validation rule. b. Provide a value to this field in the before insert/update trigger on the Location object if this field has been left blank.

NEW QUESTION 637
If multiple active approval processes exist on Account & an account record submitted for approval meets the entry criteria of multiple approval processes, then it cannot be guaranteed which approval process the record will enter.

A. True
B. False

Answer: B

NEW QUESTION 640
A custom text field on Account 'Location' has a validation rule if(location c == null || isblank(location c), true, false)
This field has been removed from the Account page layout. So error for this field will not be given when a new account record is being created.

A. True
B. False

Answer: A

NEW QUESTION 643
CORRECT TEXT
A user is facing issues while logging in to Salesforce. What should the administrator do?

Answer:

Explanation: Check if the user is using the correct URL's for Salesforce. Check if the user is using the correct User Name and Password for that environment. Check the user's login history from Setup -> Manage Users -> Login History Check if any login in hour restrictions or login IP address restrictions exist on the profile to which the user belongs from Setup -> Manage Users -> Profiles -> -> Login Hours and Setup -> Manage Users -> Profiles -> -> Login IP Ranges Check if there is

NEW QUESTION 646
Which of these can be cloned?

A. Workflow rule
B. Approval process
C. Both of above

Answer: C

NEW QUESTION 651
Which of the following is not standard salesforce.com functionality?

A. Email to lead
B. Email to case
C. Web to lead
D. Web to case

Answer: A

NEW QUESTION 656
CORRECT TEXT
While creating record type specifying associated process is compulsory (like Sales process for Opportunity or Support process for Case or Lead process for Lead or Solution process for Solution) OR while creating process specifying associated record type is compulsory?

Answer:

Explanation: While creating record type specifying associated process is compulsory. So process has to be created first.

NEW QUESTION 658
CORRECT TEXT
How to find out if SFDC environment uses packages?

Answer:

Explanation: Go to Setup > Create > Packages

NEW QUESTION 663
While creating a list view for opportunities if the filter chosen is "My Opportunity Teams" then this list view will list these opportunities:

A. Opportunities owned by that user even if that user is not a member of the Opportunity Teams of those opportunities
B. Only those opportunities owned by that user in which he is also a member of the Opportunity Teams of those opportunities
C. Opportunities owned by that user or any other user in which he is a member of the Opp

Answer: C

NEW QUESTION 665
An Apex Sharing Reason cannot be created on a custom object with the label 'Manual Sharing' because the in-built standard sharing reason provided by Salesforce has the same label, so it would give error
"An Apex Sharing Reason with this name already exists"

A. True
B. False

Answer: B

NEW QUESTION 670
Employees in an organization with Salesforce who do not have a Salesforce license can join Chatter.

A. True
B. False

Answer: A

NEW QUESTION 674
When loading a new account using Apex Data Loader and specifying the owner id to whom the account should belong, under which of these cases, the data load will fail?

A. The owner id is an invalid i
B. There is no user in salesforce with this idi
C. The owner id belongs to an inactive user.
D. i only
E. ii only
F. both a and b

Answer: C

NEW QUESTION 676
CORRECT TEXT
What is the drawback of loading leads/cases using the Apex Data Loader as compared to creating them from the UI?

Answer:

Explanation: When leads/cases are loaded using the Apex Data Loader, there is no provision for providing 'true' value for the 'Assign using active assignment rule' checkbox. So the leads/cases always get assigned to the user who is doing the data load operation.

NEW QUESTION 680
A single Sales Process can be assigned to multiple opportunity record types.

A. True
B. False

Answer: A

NEW QUESTION 684
CORRECT TEXT
What is a joined report?

Answer:

Explanation: The joined report format lets you view different types of information in a single report. A joined report consists of up to five report blocks, which you add to the report to create multiple views of your data. For each block, you can add regular and summary fields, create standard and cross-block custom summary formulas, apply filters, and sort columns. A joined report can contain data from multiple standard or custom report types.

NEW QUESTION 686
CORRECT TEXT
What is the difference between Apex Data Loader and Import Wizard as far as record loading is concerned?

Answer:

Explanation: Apex Data Loader, Loading of a record fails if even one column/field has invalid data in it. Import Wizard, Inconsistent behavior. Sometimes the field with invalid data is not loaded but the remaining record gets loaded as mentioned above when text value was provided in a field of type number but the field was not a compulsorily required field. The record loading fails if this field is made a compulsorily required field.

NEW QUESTION 688
CORRECT TEXT
Which object allows creation of a hierarchical relationship with itself? (Data type: Hierarchy)

Answer:

Explanation: User object (From Setup -> Customize -> Users -> Fields -> New)

NEW QUESTION 689
CORRECT TEXT
Which permissions does the File Owner have in Chatter which a File Collaborator does not have?

Answer:

Explanation: 'Make files private' permission and 'delete files' permission. A File Collaborator has these permissions on a file View, download, share, change permission, edit the file, upload new versions of the file while a File Owner has these permissions on a file. View, download, share, change permission, edit the file, upload new versions of the file, make files private, delete files.

NEW QUESTION 691
CORRECT TEXT
Upon doing which operations on a file, does a user own a file in Chatter?

Answer:

Explanation: You own a file in Chatter when you: a. Upload the file on the Files tab. b. Attach the file to a feed in Chatter. c. Upload (i.e. contribute) the file in Salesforce CRM Content. You own the files you upload or contribute.

NEW QUESTION 692
CORRECT TEXT
A UK user creates a task on a lead for an Indian user for 24/07/2012. The reminder for the task is scheduled for13:00 on 24/07/2012.The difference between UK time & India time is 4.5 hours. When the India user logs in, he will see the reminder scheduled for 13:00 or 17:30?

Answer:

Explanation: 17:30

NEW QUESTION 694
CORRECT TEXT
User A belongs to profile 'Custom – Recruiter'. At the profile level (Path as per Enhanced Profile User Interface, Setup -> Manage Users -> Profiles -> Custom – Recruiter -> Objects and Tabs -> Accounts) he does not have Read access on Account object. But yet he is able to view account records. He is not able to edit or delete account records. What could be the reason?

Answer:

Explanation: The profile 'Custom – Recruiter' has 'View All Data' enabled at this path, Setup -> Manage Users -> Profiles -> Custom – Recruiter -> System Permissions. (Path is as per Enhanced Profile User Interface). This gives all users belonging to this profile the ability to view any type of data across all apps.

NEW QUESTION 697
CORRECT TEXT
How many permission sets can you have in an organization?

Answer:

Explanation: One thousand

NEW QUESTION 702
A single Sales Process can be assigned to multiple opportunity record types.

A. True
B. False

Answer: A

NEW QUESTION 703
CORRECT TEXT
A picklist called Section on Account has these 2 values A, B. How would you write a validation rule on this picklist to ensure that user selects either A or B while creating an account?

Answer:

Explanation: It has got locked out, check the 'Lockout effective period' duration from 'Setup -> Security Controls -> Password Policies'

NEW QUESTION 708
CORRECT TEXT
Why is picklist values limiting of Stage picklist (of Opportunity) not implemented directly through picklists available for editing for the record type?

Answer:

Explanation: With Sales Process many different Sales Processes can be created with different values in the Stage picklist for each of them & they can be used interchangeably with any record type on a plug-n-play basis. Otherwise the values in the Stage picklist would have to be tediously modified each time if it were done using picklist available for editing for any record type.

NEW QUESTION 713
CORRECT TEXT
Which elements can be stored in folders?

Answer:

Explanation: Reports, dashboards, documents

NEW QUESTION 714
CORRECT TEXT
What is the difference between account team role & contact roles?

Answer:

Explanation: An account record can have an Account Team working on that account. Account team role decides what role any Account Team Member plays in that Account Team. 'Account Team' is a related list on any account record. 'Contact Roles' is also a related list on an account record which is distinct from the 'Contacts' related list. Any contact can be added to the 'Contact Roles' related list along with specifying what role that contact plays on that account.

NEW QUESTION 718
CORRECT TEXT
Can a single permission set be assigned to users of different profiles?

Answer:

Explanation: Yes. But only if both the users are using the same 'User License', for example the 'Salesforce' user license. This is because a single permission

set can be associated with only one user license at the time of creating the permission set. (This field is not editable once the permission set has been created.)

NEW QUESTION 723
CORRECT TEXT
How many maximum cross object formula fields are allowed in an object?

Answer:

Explanation: Ten

NEW QUESTION 727
CORRECT TEXT
While creating an approval process and assigning the next approver using the hierarchy relationship field on user [Option's exact name is "Automatically assign an approver using a standard or custom hierarchy field"], which is the standard user field available?

Answer:

Explanation: Manager

NEW QUESTION 731
CORRECT TEXT
Which are the dashboard types?

Answer:

Explanation: Charts (Horizontal bar chart, Vertical bar chart, Line chart, Pie chart, Donut chart, Funnel chart), Gauges, Tables, Metrics, Visualforce pages.

NEW QUESTION 735
The values available in the Stage picklist of opportunity can be limited by creating a Sales Process for opportunity or from the picklists available for editing from any record type of opportunity.

A. True
B. False

Answer: A

NEW QUESTION 736
If a submitted record meets entry criteria of multiple approval processes, then which approval process will it enter?

A. The first one
B. Randomly chosen one
C. Each one of them one after the other

Answer: A

NEW QUESTION 738
If a custom app is not created for a client company and a standard app like 'Sales' is being used by the client company, then the client company logo cannot be added to the app.

A. True
B. False

Answer: B

NEW QUESTION 741
CORRECT TEXT
What is the Process Visualizer used for?

Answer:

Explanation: It is used to view the graphical representation of an Approval Process. It can be launched by clicking the 'View Diagram' button on the Approval Process detail page. A section called Legend gives a summary of the icons used in the approval process.

NEW QUESTION 743
Specifying entry criteria is compulsory for:

A. Workflow rule
B. Approval process
C. Both

Answer: A

NEW QUESTION 745
CORRECT TEXT
What is Salesforce to Salesforce?

Answer:

Explanation: Salesforce to Salesforce allows you to share records with business partners that use salesforce.com.

NEW QUESTION 747
CORRECT TEXT
What is a Quote Line Item?

Answer:

Explanation: 'Quote Line Items' is a related list on a quote. A quote can be treated for an opportunity. For adding a Quote Line Item to the 'Quote Li ne Items' related list, click on 'Add Line Item'. Then select any one price book. Then select any of the products available in that price book. Modify the prices if required and specify quantity for each product. A Line Item in the 'Quote Line Items' related list is nothing but a product from the Price Book selected for this Quote.

NEW QUESTION 748
CORRECT TEXT
Which operations can and cannot be performed by any employee of an organization who does not have a Salesforce license but has joined Chatter at the invitation of another user?

Answer:

Explanation: Invited users can view profiles, post on their feed, and join groups, but can't see the Salesforce data or records.

NEW QUESTION 749
Files can be uploaded on Chatter from:

A. Files tab
B. Documents tab
C. Local file system of your computer
D. Attachments from the 'Notes and Attachments' related list

Answer: AC

NEW QUESTION 753
Under which of these cases the deletion of an account will fail?
i) The account has a related case
ii) The account has a related entitlement

A. i only
B. ii only
C. both a and b

Answer: C

NEW QUESTION 758
CORRECT TEXT
For which objects is field history tracking available & for which is it not available?

Answer:

Explanation: Field history tracking is available for
Account, Leads, Contact, Opportunity, Cases, Contract, Solution, custom objects. It is not available for
Activities, Campaign, Quotes, Product, Ideas, Asset, User

NEW QUESTION 759
If any workflow rule is having a task of send email in which a particular user is a recipient of that email, then that user can be deactivated only if the workflow rule is deactivated.

A. True
B. False

Answer: B

NEW QUESTION 761
CORRECT TEXT
Which are the 3 types of page layouts?

Answer:

Explanation: Detail, mini, console

NEW QUESTION 762
Which elements can be stored in folders?

A. True
B. False

Answer: B

NEW QUESTION 765
If an opportunity team member is cloned (From the opportunity team related list of an opportunity record by clicking on the team member name & then clicking on 'Clone'), a new user record gets created.

A. True
B. False

Answer: B

NEW QUESTION 770
CORRECT TEXT
A user has the System Administrator profile & hence has the 'Create' permission on Campaign. But when the user goes to the Campaign tab, the user cannot see the 'New' button for creating a new Campaign. What could be the reason?

Answer:

Explanation: On the user detail page, the checkbox for 'Marketing User' is unchecked. A user has to be a Marketing User to be able to create a campaign.

NEW QUESTION 771
CORRECT TEXT
What levels of access can be granted using sharing rules?

Answer:

Explanation: 1. Read-Only 2. Read/Write Granting 'Full Access' is not possible using sharing rules.

NEW QUESTION 776
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