

## DEV-401 Dumps

### Building Applications with Force.com and Visualforce

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



**NEW QUESTION 1**

CORRECT TEXT

What can be done with Visualforce?

**Answer:**

**Explanation:** Create pages with custom look and feel

**NEW QUESTION 2**

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

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

**Answer:** A

**NEW QUESTION 3**

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 4**

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 5**

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 6**

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 7**

Identify the features of a workflow rule. (Select all that apply.)

- A. It triggers an action when a record meets the criteria for the rule.
- B. It can trigger only immediate actions.
- C. It is evaluated before the rule is created.
- D. It can be triggered on import of data.

**Answer:** AD

**NEW QUESTION 8**

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 9**

CORRECT TEXT

Fill in the missing word: A change set can be used to deploy metadata only between \_\_\_\_ orgs.

**Answer:**

**NEW QUESTION 10**

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 10**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 14**

CORRECT TEXT

What is a custom Application?

**Answer:**

**Explanation:** Helps you store objects in 1 logical and easy to access location

**NEW QUESTION 18**

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 22**

What are the different ways a flow can be deployed? (Select all that apply.)

- A. Custom button
- B. Custom link
- C. Visualforce page
- D. Apex trigger
- E. Field Updates
- F. Custom actions

**Answer:** ABC

**NEW QUESTION 23**

CORRECT TEXT

When setting up a validation rule, you must write the error condition formula and the

**Answer:**

**Explanation:** Error message

**NEW QUESTION 25**

CORRECT TEXT

What is the name of the default public group to which all users are added?

**Answer:**

**Explanation:** All Internal Users

**NEW QUESTION 28**

Master Detail Relationship can contain a standard object on the detail side.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 30**

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 33**

CORRECT TEXT

How many Debug logs can be retained for an organization?

**Answer:**

**Explanation:** 20

**NEW QUESTION 36**

Change sets can be used to move data and metadata from one organization to another.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 39**

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 41**

Reports can only display 1 child object at a time.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 45**

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 49**

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 50**

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 52**

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 56**

Which function verifies the format of the data?

- A. CASE
- B. ISNEW
- C. REGEX
- D. IF

**Answer:** C

**NEW QUESTION 58**

CORRECT TEXT

What can be done with Bulk API?

**Answer:**

**Explanation:** Load large amounts of data into the system

**NEW QUESTION 63**

Select the actions that can be associated with a workflow rule? (Select all that apply.)

- A. Send an email
- B. Send an outbound message
- C. Create a record
- D. Update a field
- E. Create a task
- F. Send an inbound message

**Answer:** ABDE

**NEW QUESTION 66**

CORRECT TEXT

What is the limit for cross-object formulas?

**Answer:**

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

**NEW QUESTION 70**

CORRECT TEXT

What is a cross-object formula?

**Answer:**

**Explanation:** Formulas that span to related objects and reference fields on those objects. These objects can even be across multiple levels of a relationship.

**NEW QUESTION 72**

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 77**

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 78**

Approval processes are not available in a change set.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 83**

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 85**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 90**

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 91**

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 93**

Identify all statements that are true:

- A. If you remove access to an app from a profile, 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 96**

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 101**

CORRECT TEXT

How should you use permissions sets in conjunction with profiles to grant access permissions?

**Answer:**

**Explanation:** Use profiles to assign the most restrictive access settings Use Permission sets to grant additional permissions.

**NEW QUESTION 106**

What happens if 1 component of a change set fails to deploy?

- A. Except the failed component, all other components of the change set get deployed
- B. The entire change set gets deployed
- C. The entire change set fails to deploy
- D. The deployment time increases

**Answer:** C

**NEW QUESTION 109**

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 110**

CORRECT TEXT

What is the maximum allowed master-detail relationships per object?

**Answer:**

**Explanation:** 2

**NEW QUESTION 113**

If an approver rejects an approval request, then the final rejection actions are always executed.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 116**

CORRECT TEXT

What records can be loaded using import wizards? (5 items)

**Answer:**

**Explanation:** Accounts Contacts Leads Solutions Custom objects

**NEW QUESTION 120**

CORRECT TEXT

Which are the 6 Standard profiles?

**Answer:**

**Explanation:** Standard profiles:- System Administrator, Contract Manager, Solution Manager, Marketing User, Standard User, Read Only

**NEW QUESTION 124**

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 125**

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 126**

CORRECT TEXT

Which are the 2 places where activities can be viewed?

**Answer:**

**Explanation:** on the associated records and on the Home tab

**NEW QUESTION 128**

CORRECT TEXT

What are static resources?

**Answer:**

**Explanation:** Uploaded content that can be referenced in a Visualforce page

**NEW QUESTION 133**

CORRECT TEXT

Which Assignment Rule is available only if territory management is enabled?

**Answer:**

**Explanation:** Account Assignment Rule

**NEW QUESTION 136**

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 138**

Submitters can always recall approval requests.

- A. True
- B. False



**Answer:** B

**NEW QUESTION 142**

Force.com is good for

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

**Answer:** C

**NEW QUESTION 147**

Specifying entry criteria is compulsory for

- A. Workflow rule
- B. Approval process
- C. Both workflow rule and approval process
- D. Neither workflow rule nor approval process

**Answer:** A

**NEW QUESTION 150**

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 151**

CORRECT TEXT

To enforce data format using validation rule, which function should be used?

**Answer:**

**Explanation:** REGEX

**NEW QUESTION 155**

CORRECT TEXT

What are the 4 ways you can access record Ids?

**Answer:**

**Explanation:** From a URL  
From a report  
Through the SOAP-based Web Services API  
Through formulas

**NEW QUESTION 159**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 164**

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 169**

A standard field can be marked as external id field.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 170**

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 171**

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 176**

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 179**

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 180**

CORRECT TEXT

List the available tools to develop Visualforce pages

**Answer:**

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

**NEW QUESTION 181**

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 182**

CORRECT TEXT

What feature must be enabled on your user record before you can use the Inline editor?

**Answer:**

**Explanation:** Development mode

**NEW QUESTION 186**

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 189**

CORRECT TEXT

To enforce data consistency using validation rule, which function should be used?

**Answer:**

**Explanation:** VLOOKUP

**NEW QUESTION 191**

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 193**

CORRECT TEXT

Which are the two types of auto-response rules?

**Answer:**

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

**NEW QUESTION 194**

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 196**

CORRECT TEXT

What attribute of the component can be used to hide the sidebar?

**Answer:**

**Explanation:** sidebar

**NEW QUESTION 200**

CORRECT TEXT

Which are the 4 standard fields of a custom object?

**Answer:**

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

**NEW QUESTION 205**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 209**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 213**

If the entry criteria for a step in an approval process are not met, then the record gets rejected.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 217**

CORRECT TEXT

What attributes are required for the component?

**Answer:**

**Explanation:** Entity Id

**NEW QUESTION 218**

CORRECT TEXT

What values are available for Field-level security?

**Answer:**

**Explanation:** Visible, Read-Only

**NEW QUESTION 223**

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 226**

CORRECT TEXT

What values can be given to a field on the page layout?

**Answer:**

**Explanation:** Required, Read-Only

**NEW QUESTION 228**

CORRECT TEXT

Which field type is not available while creating a new custom field in a newly created custom object?

**Answer:**

**Explanation:** roll-up summary field

**NEW QUESTION 230**

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 232**

Standard picklist fields can be either controlling fields or dependent fields.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 235**

CORRECT TEXT

Which are the 3 types of Assignment Rules?

**Answer:**

**NEW QUESTION 239**

CORRECT TEXT

To check if a field's value has changed or not using validation rule, which function should be used?

**Answer:**

**Explanation:** ISCHANGED

**NEW QUESTION 241**

CORRECT TEXT

Which are the 3 types of activities?

**Answer:**

**Explanation:** tasks, calendar events and requested meetings

**NEW QUESTION 246**

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 248**

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.

Topic 3, Volume C

**NEW QUESTION 251**

If a role is added to Account Team, then it will get added to which of the following teams?

- A. Case Team
- B. Sales Team

**Answer:** B

**NEW QUESTION 253**

OWD of account is public read/write. While creating which of the following, more restrictive values (like public read-only) will be available for sharing?

- A. Sharing rule on Account
- B. Manual sharing rule on any specific account record.
- C. Only i
- D. Only ii
- E. Both i and ii
- F. Neither i nor ii

**Answer:** A

**NEW QUESTION 255**

CORRECT TEXT

Which of these standard objects cannot be shared? Account, Opportunity, Lead, Case, Product, Campaign, Contract, Contact

**Answer:**

**Explanation:** Product, Contract

**NEW QUESTION 259**

Automating business processes is possible using

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

**Answer:** C

**NEW QUESTION 260**

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 264**

A manual sharing can be created for a standard or custom object using the Apex Data Loader.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 265**

'View All' has been checked at the profile level for a custom object Position. OWD is private of the Position object. A user will be able to view Position records owned by other users.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 270**

A master object cannot have more than two detail objects through master-detail relationship as at the most 2 master-detail relationships are allowed per object.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 275**

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 280**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 281**

OWD of child is always determined by OWD of parent.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 286**

User B has created an Associate record. At the profile level, the profile 'Custom-Recruiter' of User A has only Read, Create 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, 'Public Read/Write' is lesser restrictive than read-only
- B. Only Read

**Answer:** B

**NEW QUESTION 287**

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 288**

CORRECT TEXT

What is used for tracking changes to configuration of Salesforce CRM?

**Answer:**

**Explanation:** Setup Audit Trail

**NEW QUESTION 290**

In the initial sync of a quote with an opportunity

- A. Quote line items will replace opportunity products
- B. Opportunity products will replace Quote line items

**Answer:** A

**NEW QUESTION 293**

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 294**

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 299**

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 304**

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 307**

A manual sharing can be created using the Apex Data Loader.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 308**

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 there is no sharing rule on Position object.

- A. Always true
- B. Not always true

**Answer:** B

**NEW QUESTION 313**

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 317**

CORRECT TEXT

The 'Sharing' button has been added to the page layout of 'Associate' custom object. On any Associate record, the Sharing button is not visible for sharing that record using an Apex Sharing Reason. What could be the reason?

**Answer:**

**Explanation:** OWD of Associate must be public read/write. So sharing is not required for any Associate record. So the Sharing button does not show up.

**NEW QUESTION 321**

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 324**

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 326**

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 328**

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 333**

If a record of Associate custom object has been shared using an Apex Sharing Reason, then that Apex Sharing Reason cannot be deleted until the sharing of that record is changed to use some other Apex Sharing Reason.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 338**

CORRECT TEXT

For which objects, cloning is not possible?

**Answer:**

**Explanation:** Account, Solution, User

**NEW QUESTION 339**

Opportunity is synced with

- A. quota
- B. forecast
- C. quote

**Answer:** C

**NEW QUESTION 342**

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 344**

Roll up summary field and Cross object formula field can be created only for master detail relationship.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 345**

CORRECT TEXT

Which are the 3 types of Custom Tabs?

**Answer:**

**Explanation:** Custom object tab, Web tab, Visualforce tab

**NEW QUESTION 350**

Until an Apex Sharing Reason is created, a record of a custom object cannot be shared manually on a one-off basis.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 351**

If a role is added to Case Team, then it will get added to which of the following teams?

- A. Account Team
- B. Sales Team
- C. None of them

**Answer:** C

**NEW QUESTION 356**

CORRECT TEXT

Which of these records cannot be deactivated once activated? Product, Contract, Campaign

**Answer:**

**Explanation:** Contract

**NEW QUESTION 361**

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 363**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 367**

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 368**

OWD of Account is private then OWD of Opportunity can be private or public read-only or public read/write.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 373**

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 374

CORRECT TEXT

What are the advantages of using Chatter Desktop over using the in-app Chatter?

**Answer:**

**Explanation:** 1. With Chatter Desktop, no installed browser is required (like IE or Google Chrome or Firefox) for accessing Chatter as it is a desktop application.  
2. Chatter Desktop can be configured to start automatically when the machine starts, so no time waste logging into the SFDC environment.

#### NEW QUESTION 379

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 382

CORRECT TEXT

For which objects mass email can be sent, How is it achieved?

**Answer:**

**Explanation:** Mass email can be sent to Leads, Contacts and Cases. This is achieved by: Clicking the link 'Mass Email Leads' on the Leads tab. Clicking the link 'Mass Email Contacts' on the Contacts tab. Clicking the link 'Mass Email Cases' on the Cases tab.

#### NEW QUESTION 387

CORRECT TEXT

What levels of access can be granted using manual sharing?

**Answer:**

**Explanation:** 1. Read-Only  
2. Read/Write  
3. Full Access

#### NEW QUESTION 389

Which of these operations on a file in Chatter leads to the generation of a private file?

- A. Upload the file on the Files tab
- B. Attach the file to a feed in Chatter
- C. Upload (i.
- D. contribute) the file in Salesforce CRM Content personal library.

**Answer:** AC

#### NEW QUESTION 393

CORRECT TEXT

Which are the OOTB reports which will give information about campaign effectiveness?

**Answer:**

**Explanation:** Campaign ROI Analysis Report, Campaign Revenue Report, Campaigns with Influenced Opportunities

#### NEW QUESTION 396

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 398

Which of these can be cloned?

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

**Answer:** C

#### NEW QUESTION 403

CORRECT TEXT

What is the difference between Apex Data Loader and Import Wizard as far as displaying error messages is concerned?

**Answer:**

**Explanation:** Apex Data Loader

Always gives error messages for failures. Error message given if text value provided in field of type number and loading of the record fails irrespective of whether the field is a compulsorily required field or not. Import Wizard. Is not consistent in giving error messages. For example, if a text value is specified in a field of type number (PAN number custom field created on Contact of type Number),

#### NEW QUESTION 405

CORRECT TEXT

How to find out if SFDC environment uses packages?

**Answer:**

**Explanation:** Go to Setup > Create > Packages

#### NEW QUESTION 406

CORRECT TEXT

Can attachments to Salesforce records be attached using the Apex Data Loader?

**Answer:**

**Explanation:** The csv file would need to have these columns: ParentId – the Salesforce ID of the parent record to which the attachment should be attached. For example, Account record ID 0019000000CZYfN Name  
The name with which this attachment should be saved in SFDC (We can give any name, not necessary it should be the file name) File Attachment1 IsPrivate  
0 if the attachment is not private; 1 if it is private. OwnerId

#### NEW QUESTION 409

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

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 411

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 412

CORRECT TEXT

What is Campaign ROI?

**Answer:**

**Explanation:** The Campaign ROI Analysis Report is located on the Reports tab in the Campaign Reports folder. It calculates your campaigns' performance by return on investment (ROI) and average cost. For each campaign in the report: ROI which is expressed as a percentage is calculated as the net gain (Total Value Won Opportunities - Actual Cost) divided by the Actual Cost.

#### NEW QUESTION 416

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 420

CORRECT TEXT

How can a user check how many licenses of each license type (like Salesforce, Salesforce Platform, Force.com – Free etc.) are in use?

**Answer:**

**Explanation:** Go to Setup -> Company Profile -> Company Information

#### NEW QUESTION 425

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 426

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 430

When the email ID of a user is changed then email with link to verify the change is sent to:

- A. Only the new email ID
- B. Only the old email ID
- C. Both the old and the new email Ids

**Answer:** A

#### NEW QUESTION 433

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 436

Files tab is available:

- A. By default
- B. Only after Chatter is enabled (from Setup > Customize > Chatter > Settings)

**Answer:** B

#### NEW QUESTION 439

CORRECT TEXT

Which elements can be stored in folders?

**Answer:**

**Explanation:** Reports, dashboards, documents

#### NEW QUESTION 440

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 442

CORRECT TEXT

What is running user in a dashboard?

**Answer:**

**Explanation:** Reports have only 'Reports Folder' to decide who can view the reports in that folder. Dashboards have 'Dashboard Folder' as well as 'Running User' to decide who can view the dashboards in that 'Dashboard Folder'. Each dashboard has a running user, whose security settings determine which data to display in a dashboard. To select the running user for a dashboard: 1.Edit a dashboard. 2.In the View dashboard as field, enter a running user. Enter "\*" to see all available

#### NEW QUESTION 447

CORRECT TEXT

What are details of order of execution among validation rules, auto-response rules, assignment rules, triggers, escalation rules, workflow rules etc.?

**Answer:**

**Explanation:** 1. System validation rules are executed like data type checking of the field values. So error for text value in numeric field etc. 2. Before triggers execute. 3. Custom validation rules are executed like required field check validation rule. So in the before trigger you can assign value to any such field which was left blank while creating the record & the custom validation rule won't give error then.

#### NEW QUESTION 448

CORRECT TEXT

How many maximum cross object formula fields are allowed in an object?

**Answer:**

**Explanation:** Ten

#### NEW QUESTION 452

CORRECT TEXT

A record type for opportunity can be created before creating any Sales Process for opportunity.

**Answer:**

**Explanation:** At least 1 Sales Process has to exist for being able to createa record type on opportunity. Same applies for Lead Process of Leads & Lead Record Type, Support Process of Cases & Case Record Type, Solution Process of Solution & Solution Record Type.

#### NEW QUESTION 456

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 458**

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 463**

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 467**

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 470**

Users or contacts can be added to the 'Account Team' of an account.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 473**

CORRECT TEXT

Can an administrator view the reports stored in any user's 'My Personal Custom Reports' folder?

**Answer:**

**Explanation:** No

**NEW QUESTION 477**

Specifying entry criteria is compulsory for:

- A. Workflow rule
- B. Approval process
- C. Both

**Answer:** A

**NEW QUESTION 479**

CORRECT TEXT

What is the name of the default public group to which all users are added?

**Answer:**

**Explanation:** All Internal Users



**NEW QUESTION 482**

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 487**

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 488**

CORRECT TEXT

Which will execute first Apex Scheduler code or workflow rules?

**Answer:**

**Explanation:** Apex Scheduler code will execute first at the specified time. If the Apex Scheduler code causes updation of any record then the triggers & workflow rules for that object will execute.

**NEW QUESTION 489**

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 492**

CORRECT TEXT

Which are the 3 types of page layouts?

**Answer:**

**Explanation:** Detail, mini, console

**NEW QUESTION 496**

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 500**

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 503**

A record created meets entry criteria of multiple workflow rules. Which of the workflow rules will execute?



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

**Answer:** C

**NEW QUESTION 504**

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