

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 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 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 create a 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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