

## 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**

CORRECT TEXT

What can be done with Visualforce?

**Answer:**

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

**NEW QUESTION 3**

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 4**

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

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

**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**

If a user needs to give access to just one record, which feature should they use?

- A. Roles
- B. Role Hierarchy
- C. Profile Setting
- D. Manual Sharing

**Answer:** D

**NEW QUESTION 7**

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 8**

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 9**

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 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 15**

CORRECT TEXT

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

**Answer:**

**NEW QUESTION 17**

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 18**

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 20**

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 23**

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 25**

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 29**

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 30**

CORRECT TEXT

List the 3 Declarative Application building blocks of The Data Model.

**Answer:**

**Explanation:** 1. Objects  
2. Fields  
3. Relationships

**NEW QUESTION 34**

Identify the correct statements about dependent picklists (Select all that apply):

- A. Standard picklists can be controlling fields but not dependent fields
- B. The maximum number of values allowed in a controlling field is 400
- C. Before defining a dependency, you should ensure that your picklist has at least 1 value
- D. A custom multi-select picklist can be set at the controlling field for a dependent field
- E. If a field represents both a controlling field

**Answer:** ACE

**NEW QUESTION 38**

CORRECT TEXT

Who gets full access to a record?

**Answer:**

**Explanation:** 1. Record Owner  
2. User in a role higher than the owner in the role hierarchy  
3. Users with "Modify All Records" permission

**NEW QUESTION 40**

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 43**

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 48**

CORRECT TEXT

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

**Answer:**

**Explanation:** Error message

**NEW QUESTION 50**

CORRECT TEXT

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

**Answer:**

**Explanation:** All Internal Users

**NEW QUESTION 52**

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 53**

CORRECT TEXT

How many Debug logs can be retained for an organization?

**Answer:**

**Explanation:** 20

**NEW QUESTION 56**

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 61**

Reports can only display 1 child object at a time.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 64**

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 69**

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 74**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 77**

CORRECT TEXT

What are the 3 types of custom tabs?

**Answer:**

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

**NEW QUESTION 78**

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 82**

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 83**

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 84**

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 88**

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 91**

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 96**

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 98**

CORRECT TEXT

What can be done with Bulk API?

**Answer:**

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

**NEW QUESTION 102**

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 106**

Data and process-centric applications are best suited for Force.com.

A. True

B. False

**Answer:** A

**NEW QUESTION 108**

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 112**

CORRECT TEXT

What is the limit for cross-object formulas?

**Answer:**

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

**NEW QUESTION 117**

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 118**

Approval processes are not available in a change set.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 121**

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 124**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 127**

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 132**

CORRECT TEXT

Building your Data Model What are the 2 types of objects?

**Answer:**

**Explanation:** 1. Standard objects  
2. Custom objects

**NEW QUESTION 137**

You cannot reference cross-object formulas in roll-up summary fields.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 141**



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 146

CORRECT TEXT

Building your Data Model Describe 3 limitations of encrypted fields

**Answer:**

**Explanation:** Cannot be unique Cannot be an external Id Cannot have default values.

#### NEW QUESTION 151

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 152

Which feature establishes the baseline level of access a user has to records they do not own?

- A. Roles
- B. Organization-wide defaults
- C. Profiles
- D. Sharing Rules

**Answer:** B

#### NEW QUESTION 153

CORRECT TEXT

List the 3 layers of the Tiered design model.

**Answer:**

**Explanation:** 1. User Interface  
2. Business Logic  
3. Data Model

#### NEW QUESTION 155

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

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 156

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 160

CORRECT TEXT

List the 3 Declarative Application building blocks of Business Logic.

**Answer:**

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

**NEW QUESTION 165**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 166**

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 171**

CORRECT TEXT

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

**Answer:**

**Explanation:** 2

**NEW QUESTION 175**

Which of the following are the 3 layers of an application? (Select all that apply)

- A. User Interface
- B. Business Logic
- C. Business Data
- D. Data Model
- E. Objects

**Answer:** ABD

**Explanation:** Topic 2, Volume B

**NEW QUESTION 178**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 180**

CORRECT TEXT

Which are the type of actions that can be specified for an approval process?

**Answer:**

**Explanation:** Initial Submission Actions, Final Approval Actions, Final Rejection Actions, Recall Actions, Approval Actions and Rejection Actions for each step in the approval process.

**NEW QUESTION 185**

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 190**

CORRECT TEXT

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

**Answer:**

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

**NEW QUESTION 191**

CORRECT TEXT

Which operations are available in roll-up summary field?

**Answer:**

**Explanation:** sum, max, min, count

**NEW QUESTION 195**

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 198**

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 201**

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 205**

What are ways in which you can obtain a record's ID? (Select all that apply.)

- A. URL
- B. Reports
- C. Data Loader
- D. On each record
- E. Import Wizard

**Answer:** ABC

**NEW QUESTION 207**

CORRECT TEXT

The sales team would like to include a Chatter feed about the record on the Contact page. What tool should you use?

**Answer:**

**Explanation:** Page layout - the chatter field can be included by using the page layout without the need for a custom page.

**NEW QUESTION 208**

CORRECT TEXT

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

**Answer:**

**Explanation:** Account Assignment Rule

**NEW QUESTION 209**

CORRECT TEXT

What is the record limit for loading records using import wizards?

**Answer:**

**Explanation:** 50,000

**NEW QUESTION 213**

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 215**

CORRECT TEXT

The object used in many-to-many relationship is called as?

**Answer:**

**Explanation:** Junction object

**NEW QUESTION 216**

Submitters can always recall approval requests.

A. True

B. False

**Answer:** B

**NEW QUESTION 221**

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 224**

CORRECT TEXT

What is order of evaluation for record viewing?

**Answer:**

**Explanation:** At profile level

Read All or Modify All, Owner of record, Organization Wide Default, Role hierarchy, Sharing rules

**NEW QUESTION 227**

CORRECT TEXT

How long is the setup audit trail stored for?

**Answer:**

**Explanation:** 180 days

**NEW QUESTION 231**

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 233**

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 237**

CORRECT TEXT

What Fields does History Tracking not track?

**Answer:**

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

**NEW QUESTION 241**

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 242**

CORRECT TEXT

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

**Answer:**

**Explanation:** REGEX

**NEW QUESTION 243**

CORRECT TEXT

Which are the 3 tiers of an app?

**Answer:**

**Explanation:** data model, user interface, business logic

**NEW QUESTION 247**

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 251**

A standard field can be marked as external id field.

- A. True

B. False

**Answer:** B

**NEW QUESTION 253**

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 258**

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 259**

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 263**

CORRECT TEXT

List the available tools to develop Visualforce pages

**Answer:**

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

**NEW QUESTION 267**

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 271**

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 272**

CORRECT TEXT

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

**Answer:**

**Explanation:** Development mode

**NEW QUESTION 277**

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 282**

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 284**

CORRECT TEXT

If no record name is provided in the csv file while inserting a new record into Salesforce, then how is the record name field populated?

**Answer:**

**Explanation:** If no record name is provided in the csv file while inserting a new record into Salesforce, then the record id value is put into the recordname field of this new record.

**NEW QUESTION 287**

CORRECT TEXT

What is the limit for Fields History Tracking per object?

**Answer:**

**Explanation:** 20 fields per object

**NEW QUESTION 291**

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 294**

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 296**

Rollup summary can be created for

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

**Answer:** A

**NEW QUESTION 297**

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 299**

CORRECT TEXT

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

**Answer:**

**Explanation:** VLOOKUP

**NEW QUESTION 301**

Custom picklist fields can be either controlling or dependent fields.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 304**

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 307**

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 311**

CORRECT TEXT

Which are the two types of auto-response rules?

**Answer:**

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

**NEW QUESTION 312**

CORRECT TEXT

What is the Developer Console?

**Answer:**

**Explanation:** The developer console is another tool for coding, debugging and testing applications. The developer console can be used to edit Visualforce pages components, and controllers.

**NEW QUESTION 313**

CORRECT TEXT

What do Debug logs track?

**Answer:**

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



**NEW QUESTION 314**

CORRECT TEXT

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

**Answer:**

**Explanation:** sidebar

**NEW QUESTION 316**

CORRECT TEXT

Which are the 4 standard fields of a custom object?

**Answer:**

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

**NEW QUESTION 320**

Script tags allow you to create JavaScript (or other types of) functions that can be used with in your pages.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 321**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 326**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 331**

CORRECT TEXT

What attributes are required for the component?

**Answer:**

**Explanation:** Entity Id

**NEW QUESTION 332**

CORRECT TEXT

How to remove 'Always on Layout' field from the page layout (blue circle next to this field)?

**Answer:**

**Explanation:** To remove field which is 'Always on Layout' on the page layout, go to each profile and in 'Field level security section' uncheck 'Visible' checkbox.

**NEW QUESTION 335**

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 339**

CORRECT TEXT

Name the 5 data management operations

**Answer:**

**Explanation:** Exporting data Deleting data Inserting data Updating data upsetting data

**NEW QUESTION 340**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 341**

A workflow rule is triggered based on

- A) Based on criteria
- B) If 'All records enter this workflow rule' checkbox is checked, then all records created of that object would cause the workflow rule to be triggered.

- A. Only A is valid
- B. Only B is valid
- C. Both A and B are valid

**Answer:** A

**NEW QUESTION 345**

CORRECT TEXT

Which are the 3 types of Assignment Rules?

**Answer:**

**NEW QUESTION 348**

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 349**

CORRECT TEXT

Which are the 3 types of activities?

**Answer:**

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

**NEW QUESTION 354**

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 355**

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' with 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 358**

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 362**

CORRECT TEXT

Which are the 3 values for Organization wide defaults?

**Answer:**

**Explanation:** Public read only, Public read/write, Private

**NEW QUESTION 365**

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 Accounti
- 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 366**

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

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

**Answer:** BC

**NEW QUESTION 368**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 372**

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 376**

Automating business processes is possible using

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

**Answer:** C

**NEW QUESTION 381**

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 384**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 385**

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 387**

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 389**

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 390**

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 393**

CORRECT TEXT

Conflict Resolution tool is available in?

**Answer:**

**Explanation:** Connect Offline

**NEW QUESTION 394**

'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 395**

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 398**

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 401**

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 405**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 407**

CORRECT TEXT

For the 'Clone' button to appear on a record page, what permission should be available at the profile level for that object in the profile to which the user belongs?

**Answer:**

**Explanation:** Create

**NEW QUESTION 409**

Once a sharing rule has been created to share Account records with Public Group A with read/write access to the shared accounts, then this sharing rule can be modified to share the Account records with Public Group B with read-only access.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 410**

'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. Any user can delete Position records owned by other users.

- A. True
- B. False
- C. Depends

**Answer:** C

**NEW QUESTION 413**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 414**

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 416**

Account object has a custom field 'Tax' of type number. Two account records are present in Salesforce which have the same value in this field say 5000. This custom field is now made a unique field by editing it. The editing will fail as two records are present which have the same value for this field.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 417**

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 420**

CORRECT TEXT

Queues exist for which objects?

**Answer:**

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

**NEW QUESTION 425**

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 427**

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 429**

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 431**

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 432**

When upserting record using Apex Data Loader for an object that has an external id field, if the value for this external id field is not provided in the csv file or while mapping fields from the csv file to the Salesforce object fields, then the upsert will always fail as the external id is a required field.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 434**

OWD of Position object is public read/write. A sharing rule is created to share Position records owned by Role A with Role B with read only access. For users of Role B, the Position records will be

- A. read/write
- B. read-only
- C. The creation of the sharing rule fails as OWD is lesser restrictive

**Answer:** A

**NEW QUESTION 435**

In Developer Edition, Validation rule for the 'Account Site' field (field of type text) of Account object is, ISCHANGED( Site ) && OwnerId < > \$User.Id to make sure that if the 'Account Site' field has been modified and the user is not the owner of the Account record, then an error message would be shown. The System Administrator has Read All, Modify All permission for the Account record. So the System Administrator will be able to modify the 'Account Site' field of the

- A. True
- B. False

**Answer:** B

**NEW QUESTION 437**

When upserting record using Apex Data Loader and using the external id for matching the record, if the value for the external 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:** A

**NEW QUESTION 439**

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 440**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 442**

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 445**

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 448****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 453**

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 456**

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 457**

Account object has a custom field 'Tax' of type number. Two account records are present in Salesforce, account name Acc1 has value 7 in this field while account name Acc2 does not have any value in this field. This custom field Tax is now given a default value of 89 by editing it. Which of these cases will happen:

- A. The Tax field of Acc2 will get the value 89 and all accounts created henceforth will have the default value 89 in this Tax field
- B. The Tax field of Acc2 will r

**Answer:** B

**NEW QUESTION 461****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 464**

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 id was changed when the user was inactive.
- D. Such a mail would be sent only if the email id of an active user is changed.

**Answer:** C

**NEW QUESTION 465****CORRECT TEXT**

A new time trigger (like '3 hours after Rule Trigger Date' which is part of 'Time-Dependent 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 this 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 469**

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 472**

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 474**

CORRECT TEXT

Which of these records can be activated? Account, Opportunity, Lead, Case, Product, Campaign, Contract, Contact

**Answer:**

**Explanation:** Product, Contract, Campaign

**NEW QUESTION 476**

CORRECT TEXT

For which objects, cloning is not possible?

**Answer:**

**Explanation:** Account, Solution, User

**NEW QUESTION 478**

While inserting/updating/upserting a new user using the Apex Data Loader, values for which of these fields can be provided in the input csv file?

- A. User Role
- B. User License
- C. User Profile

**Answer:** AC

**NEW QUESTION 483**

'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 484**

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 485**

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 488**

CORRECT TEXT

Time-based workflow is NOT applicable for?

**Answer:**

**Explanation:** Every time a record is created or edited

**NEW QUESTION 489**

CORRECT TEXT

Which are the 3 types of Custom Tabs?

**Answer:**

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

**NEW QUESTION 490**

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 493**

CORRECT TEXT

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

**Answer:**

**Explanation:** Contract

**NEW QUESTION 498**

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 503**

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

A. True

B. False

**Answer:** B

**NEW QUESTION 508**

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 511**

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 514**

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 519**

Automatic case escalation can be disabled.

- A. True
- B. False

**Answer:** A

**Explanation:** Topic 4, Volume D

**NEW QUESTION 521**

CORRECT TEXT

Which objects are available while importing data using the import wizard?

**Answer:**

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

**NEW QUESTION 523**

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 525**

CORRECT TEXT

For which objects quick create is available?

**Answer:**

**Explanation:** Lead, account, contact, forecast, opportunity

**NEW QUESTION 526**

In Salesforce Mobile, a user profile like Custom – Recruiter can be assigned only one Mobile Configuration at a time.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 528**

CORRECT TEXT

What are the drawbacks of quick create?

**Answer:**

**Explanation:** The fields which are displayed in the quick create page layout (e.g. while creating a new contact, if we use quick create to create a new account on the fly) cannot be modified/selected/chosen by us & validation rules don't fire (for the account which is created quickly using quick create) which is a limitation of Salesforce.

**NEW QUESTION 532**

CORRECT TEXT

What is the difference between Apex Data Loader and Import Wizard as far as generating extra accounts is concerned?

**Answer:**

**Explanation:** Apex Data Loader

If Salesforce account ID is specified incorrectly while loading contact, then loading of contact fails as no account exists in Salesforce with this account ID. Import Wizard. If account name is specified incorrectly while loading contact, then new account gets generated with the new name.

#### NEW QUESTION 537

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 542

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 545

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 548

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 550

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 554

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 557

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 561**

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 565**

CORRECT TEXT

How to find out if SFDC environment uses packages?

**Answer:****Explanation:** Go to Setup > Create > Packages**NEW QUESTION 566**

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 567**

Which of these values can a ‘if’ function used in a validation rule have in either the 2nd or the 3rd parameter?

- A. true
- B. false
- C. 1
- D. null

**Answer:** AB**NEW QUESTION 572**

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 574**

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 576**

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

- A. True
- B. False

**Answer:** A**NEW QUESTION 580**

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 581

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 582

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 584

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

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 586

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 590

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 591

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 592**

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 596**

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 601**

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 for 13:00 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 606**

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 607**

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 610**

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 615**

Files tab is available:

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

**Answer:** B



**NEW QUESTION 617**

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 619**

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 623**

Files tab shows files from:

- A. Documents
- B. Salesforce CRM content from the libraries one is a member of from one's personal libraries
- C. Files from chatter from the groups one is a member of

**Answer:** BC**NEW QUESTION 625**

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 630**

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 633**

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 637**

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 638**

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 639**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 644**

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 648**

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 650**

CORRECT TEXT

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

**Answer:**

**Explanation:** All Internal Users

**NEW QUESTION 652**

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 Line 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 655**

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 660**

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 664**

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 669**

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 674**

CORRECT TEXT

Which are the 3 types of page layouts?

**Answer:**

**Explanation:** Detail, mini, console

**NEW QUESTION 679**

Using workflow rule field update action on a child object, any field of its parent can be given a value.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 680**

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 681**

Which elements can be stored in folders?

- A. True
- B. False

**Answer:** B

**NEW QUESTION 685**

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 688**

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 690**

.....

## Thank You for Trying Our Product

\* 100% Pass or Money Back

All our products come with a 90-day Money Back Guarantee.

\* One year free update

You can enjoy free update one year. 24x7 online support.

\* Trusted by Millions

We currently serve more than 30,000,000 customers.

\* Shop Securely

All transactions are protected by VeriSign!

**100% Pass Your DEV-401 Exam with Our Prep Materials Via below:**

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