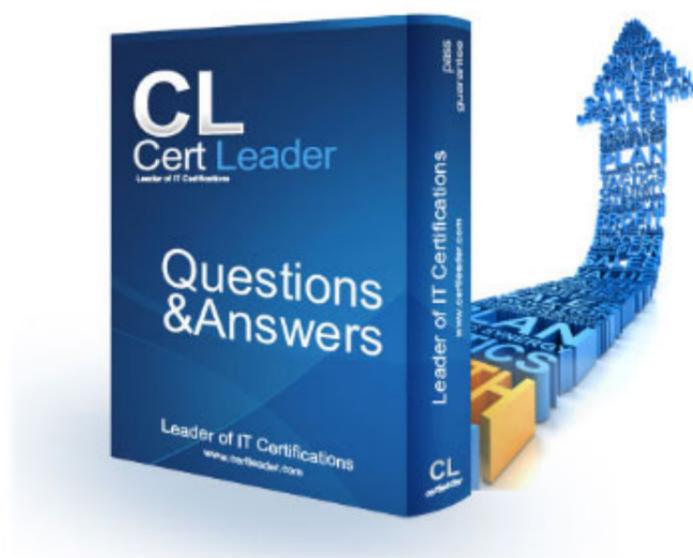


DEV-401 Dumps

Building Applications with Force.com and Visualforce

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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 different
- B. If the values are the same, this function returns FALSE.
- 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 History Tracking?

- 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-Dependant Workflow Actions') cannot be added to a workflow rule under which cases using the 'Add Time Trigger' button?

Answer:

Explanation: If the workflow rule is active

If any time-based workflow action is pending to be executed on any of the existing time triggers of that workflow rule (like say any field update workflow action pending of time trigger

'1 Hour After Rule Trigger Date'). So deactivating 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

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