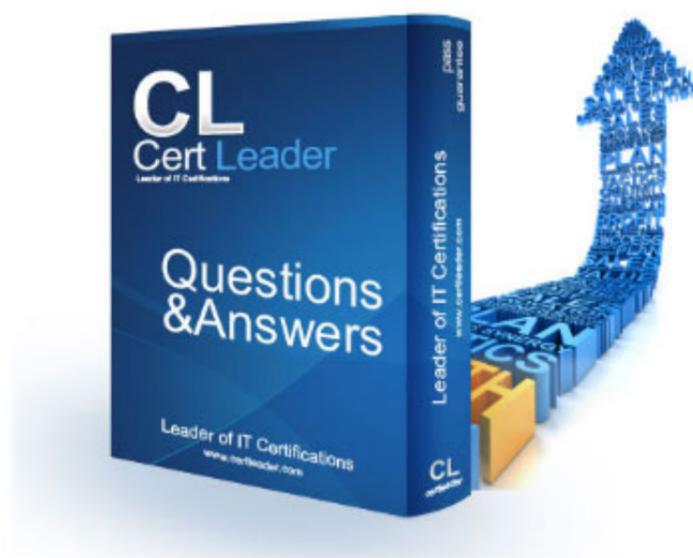


## DEV-401 Dumps

### Building Applications with Force.com and Visualforce

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



**NEW QUESTION 1**

CORRECT TEXT

What is the maximum number of lookup fields you can have in a single object?

**Answer:**

**Explanation:** 25

**NEW QUESTION 2**

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

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

**Answer:** A

**NEW QUESTION 3**

When are validation rules applied?

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

**Answer:** A

**NEW QUESTION 4**

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 5**

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 6**

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 7**

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 8**

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 9**

CORRECT TEXT

What can you do with Apex?

**Answer:**

**Explanation:** Write custom business logic

**NEW QUESTION 10**

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 10**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 15**

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 18**

CORRECT TEXT

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

**Answer:**

**Explanation:** Postal/Zip Codes

**NEW QUESTION 19**

CORRECT TEXT

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

**Answer:**

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

**NEW QUESTION 22**

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 26**

CORRECT TEXT

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

**Answer:**

**Explanation:** All Internal Users

**NEW QUESTION 27**

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 29**

CORRECT TEXT

Building Business Processes Describe the VLOOKUP Formula Function.

**Answer:**

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

**NEW QUESTION 30**

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 35**

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 38**

CORRECT TEXT

What are the 3 types of custom tabs?

**Answer:**

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

**NEW QUESTION 39**

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 44**

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 49**

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 53**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 54**

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 57**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 58**

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 60**

CORRECT TEXT

What is the limit for cross-object formulas?

**Answer:**

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

**NEW QUESTION 61**

What is the most restrictive Organization-wide default?

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

**Answer:** C

**NEW QUESTION 65**

CORRECT TEXT

What is a cross-object formula?

**Answer:**

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

**NEW QUESTION 69**

CORRECT TEXT

What does Field History Tracking do?

**Answer:**

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

**NEW QUESTION 70**

Approval processes are not available in a change set.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 75**

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 80**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 82**

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 86**

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

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

**Answer:** C

**NEW QUESTION 91**

CORRECT TEXT

List the 3 Declarative Application building blocks of Business Logic.

**Answer:**

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

**NEW QUESTION 93**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 95**

CORRECT TEXT

What levels of access can be granted through manual sharing?

**Answer:**

**Explanation:** Full Access Read/Write Read Only

**NEW QUESTION 98**

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 100**

CORRECT TEXT

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

**Answer:**

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

**NEW QUESTION 105**

CORRECT TEXT

What attribute of the component can be used to hide the related lists

**Answer:**

**Explanation:** Related List

**NEW QUESTION 109**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 114**

CORRECT TEXT

Where can you monitor bulk data load jobs?

**Answer:**

**Explanation:** In the Monitor section in the Setup menu (You must have 'Manage Data Integrations' permission to do this)

**NEW QUESTION 115**

CORRECT TEXT

Which operations are available in roll-up summary field?

**Answer:**

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

**NEW QUESTION 119**

CORRECT TEXT

Which characters in the unique record Id identify the object to which it relates?

**Answer:**

**Explanation:** The first 3 characters

**NEW QUESTION 122**

CORRECT TEXT

Where can you access and create new static resources?

**Answer:**

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

**NEW QUESTION 127**

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 130**

CORRECT TEXT

What is a contact role and for which objects is it available?

**Answer:**

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

**NEW QUESTION 133**

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 135**

CORRECT TEXT

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

**Answer:**

**Explanation:** Account Assignment Rule

**NEW QUESTION 140**

What type of content can be include in Visualforce pages? (Select all that apply.)

- A. Text
- B. HTML
- C. JavaScript
- D. Flash

**Answer:** ABCD

**NEW QUESTION 142**

CORRECT TEXT

How long is the setup audit trail stored for?

**Answer:**

**Explanation:** 180 days

**NEW QUESTION 145**

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 146**

CORRECT TEXT

What Fields does History Tracking not track?

**Answer:**

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

**NEW QUESTION 148**

CORRECT TEXT

When would creation of master-detail relationship fail?

**Answer:**

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

**NEW QUESTION 153**

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 156**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 159**

CORRECT TEXT

Which are the 3 tiers of an app?

**Answer:**

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

**NEW QUESTION 164**

CORRECT TEXT

What is the difference between the 15 digit Sale force record Id and the 18 digit equivalent?

**Answer:**

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

**NEW QUESTION 169**

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 171**

CORRECT TEXT

What are the differences between lookup relationship and master-detail relationship?

**Answer:**

**Explanation:** In master-detail relationship if parent record is deleted, then all the associated child records get deleted. In lookup relationship if parent record is deleted, then all the associated child records are not deleted. In master-detail relationship each child record must compulsorily have a parent record. In lookup relationship child records can exist without having parent record. Roll-up summary field is available for master-detail relationship only.

**NEW QUESTION 174**

CORRECT TEXT

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

**Answer:**

**Explanation:** Development mode

**NEW QUESTION 177**

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 179**

A standard field can be marked as external id field.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 184**

CORRECT TEXT

What is the limit for Fields History Tracking per object?

**Answer:**

**Explanation:** 20 fields per object

**NEW QUESTION 187**

Record types can be used to determine

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

**Answer:** C

**NEW QUESTION 191**

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 194**

CORRECT TEXT

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

**Answer:**

**Explanation:** VLOOKUP

**NEW QUESTION 195**

CORRECT TEXT

What is Connect Offline?

**Answer:**

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

**NEW QUESTION 200**

CORRECT TEXT

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

**Answer:**

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

**NEW QUESTION 202**

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 205**

CORRECT TEXT

Which are the 4 standard fields of a custom object?

**Answer:**

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

**NEW QUESTION 209**

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 212**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 214**

CORRECT TEXT

If a field is marked as 'Visible' in 'Field-level security' and 'Read-Only' on the page layout, then how would the field be available to the end user as Visible (i.e. editable) or Read- Only?

**Answer:**

**Explanation:** Read-Only

**NEW QUESTION 216**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 220**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 222**

CORRECT TEXT

What values are available for Field-level security?

**Answer:**

**Explanation:** Visible, Read-Only

**NEW QUESTION 226**

A field marked as 'Required' on an object (while creating the field itself on the object by checking the checkbox for 'Required – Always require a value in this field in order to save a record') can be overridden to make this field 'Read-Only' by checking the 'Read-Only' checkbox on the page layout.

- A. True
- B. False

**Answer:** A

**NEW QUESTION 229**

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

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

**Answer:** AC

**NEW QUESTION 233**

CORRECT TEXT

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

**Answer:**

**Explanation:** roll-up summary field

**NEW QUESTION 237**

CORRECT TEXT

Name the 5 data management operations

**Answer:**

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

**NEW QUESTION 238**

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 240**

CORRECT TEXT

Which are the 3 types of activities?

**Answer:**

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

**NEW QUESTION 241**

Records can enter a step in an approval process based on

A. Based on criteria

B. If 'All records enter this step' checkbox is checked, then all records which have entered this approval process, would enter this step of the approval process

C. Only A is valid

D. Only B is valid

E. Both A and B are valid.

**Answer:** C

**NEW QUESTION 245**

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 247**

CORRECT TEXT

A sharing rule has been deleted. But users can still see the records shared by that sharing rule. The system does not seem to be acknowledging that the sharing rule has been deleted. What should be done to overcome this issue?

**Answer:**

**Explanation:**

In order to make sure that sharing rules are calculated and acknowledged as they should be, recalculate the rules. Recalculate sharing rules by: a. Navigate to Setup| Security Controls| Sharing Settings b. Under the object where the sharing rule was created or deleted, click on 'Recalculate'. This will reset the record permissions for the object.

**NEW QUESTION 248**

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

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

**Answer:** BCE

**NEW QUESTION 252**

CORRECT TEXT

Which are the 3 values for Organization wide defaults?

**Answer:**

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

**NEW QUESTION 255**

CORRECT TEXT

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

**Answer:**

**Explanation:** Product, Contract

**NEW QUESTION 260**

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 265**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 269**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 274**

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 277**

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 282**

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 283**

CORRECT TEXT

Conflict Resolution tool is available in?

**Answer:**

**Explanation:** Connect Offline

**NEW QUESTION 286**

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 289**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 294**

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 296**

CORRECT TEXT

If a Custom Summary Field/Formula is created in a Custom Report, then which operations can be performed by this field on any of the fields of the primary object or related object?

**Answer:**

**Explanation:** Sum, Largest value, Smallest Value, Average

**NEW QUESTION 299**

CORRECT TEXT

What does Sales Stages refer to?

**Answer:**

**Explanation:** Stage picklist of opportunity

**NEW QUESTION 301**

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 302**

CORRECT TEXT

What is campaign influence?

**Answer:**

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

**NEW QUESTION 306**

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 310**

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 311**

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 315**

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 317**

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 321**

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 323**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 326**

CORRECT TEXT

'New Meeting Request' button is available on the Open Activities related list on the detail pages of which objects?

**Answer:**

**Explanation:** contacts, leads, and person accounts

**NEW QUESTION 328**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 329**

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 333**

An object can have

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

**Answer:** B

**NEW QUESTION 337**

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 340**

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 345**

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 348**

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 349**

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 351**

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 354**

'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 357**

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 362**

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 366**

Opportunity is synced with

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

**Answer:** C

**NEW QUESTION 367**

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 371**

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

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

**Answer:** C

**NEW QUESTION 375**

CORRECT TEXT

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

**Answer:**

**Explanation:** Contract

**NEW QUESTION 377**

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 378**

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 379**

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 382**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 383**

CORRECT TEXT

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

**Answer:**

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

**NEW QUESTION 384**

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

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

**Answer:** A

**NEW QUESTION 386**

CORRECT TEXT

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

**Answer:**

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

**NEW QUESTION 390**

CORRECT TEXT

From where would you add the Default Account Team?

**Answer:**

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

**NEW QUESTION 395**

CORRECT TEXT

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

**Answer:**

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

**NEW QUESTION 397**

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 399**

While converting a lead

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

**Answer:** D

**NEW QUESTION 404**

CORRECT TEXT

What levels of access can be granted using manual sharing?

**Answer:**

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

**NEW QUESTION 407**

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 409**

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 414**

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 419**

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 422**

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 423**

CORRECT TEXT

How to find out if SFDC environment uses packages?

**Answer:**

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

**NEW QUESTION 426**

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 429**

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 432**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 434**

CORRECT TEXT

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

**Answer:**

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

**NEW QUESTION 437**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 442**

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 444**

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 445**

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 449**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 452**

CORRECT TEXT

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

**Answer:**

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

done using picklist available for editing for any record type.

**NEW QUESTION 456**

CORRECT TEXT

Which elements can be stored in folders?

**Answer:**

**Explanation:** Reports, dashboards, documents

**NEW QUESTION 459**

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 463**

CORRECT TEXT

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

**Answer:**

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

**NEW QUESTION 466**

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 470**

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 472**

CORRECT TEXT

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

**Answer:**

**Explanation:** Manager

**NEW QUESTION 477**

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 478**

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 479**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 480**

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 481**

Specifying entry criteria is compulsory for:

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

**Answer:** A

**NEW QUESTION 482**

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 486**

CORRECT TEXT

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

**Answer:**

**Explanation:** All Internal Users

**NEW QUESTION 491**

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 493**

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 496**

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 497**

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 498**

CORRECT TEXT

For which objects is field history tracking available & for which is it not available?

**Answer:**

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

**NEW QUESTION 501**

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 505**

Which elements can be stored in folders?

- A. True
- B. False

**Answer:** B

**NEW QUESTION 508**

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