

DEV-401 Dumps

Building Applications with Force.com and Visualforce

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NEW QUESTION 1

CORRECT TEXT

What can be done with Visualforce?

Answer:

Explanation: Create pages with custom look and feel

NEW QUESTION 2

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 3

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

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

Answer: A

NEW QUESTION 4

Building your Data Model True or False The limit on the number of custom fields per object depends on the Salesforce edition.

- A. True
- B. False

Answer: A

NEW QUESTION 5

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 6

Which of the following statements are true about a lookup relationship? (Select all that apply):

- A. A maximum of 2 relationships are allowed per object
- B. A lookup relationship can span to multiple layers
- C. A parent record is required for each child
- D. A lookup field is not a required field
- E. Access to parent determines access to children

Answer: BD

NEW QUESTION 7

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 8

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 9

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 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 can you do with Apex?

Answer:

Explanation: Write custom business logic

NEW QUESTION 15

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 17

CORRECT TEXT

What is a custom Application?

Answer:

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

NEW QUESTION 18

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 20

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 24

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 25

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 30

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 33

CORRECT TEXT

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

Answer:

Explanation: Error message

NEW QUESTION 37

CORRECT TEXT

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

Answer:

Explanation: All Internal Users

NEW QUESTION 39

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

- A. True
- B. False

Answer: A

NEW QUESTION 40

How can a developer restrict access to records?

- A. By changing the organization-wide defaults
- B. By creating manual sharing
- C. By creating a new role hierarchy
- D. By creating a public group

Answer: A

NEW QUESTION 45

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 46

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

- A. True
- B. False

Answer: B

NEW QUESTION 48

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 50

Reports can only display 1 child object at a time.

- A. True
- B. False

Answer: A

NEW QUESTION 54

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 58

CORRECT TEXT

What are the 3 types of custom tabs?

Answer:

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

NEW QUESTION 63

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 66

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 70

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 72

CORRECT TEXT

List the types of resources available to use in a flow (6 items)

Answer:

Explanation: Variable Constant Formula Text Template Choice Dynamic Choice

NEW QUESTION 77

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

- A. True
- B. False

Answer: B

NEW QUESTION 78

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 79

What can you use to limit available picklist options? (Choose 1)

- A. Page Layouts
- B. Record Types
- C. Field Level Security
- D. Profiles

Answer: B

NEW QUESTION 83

CORRECT TEXT

What is the limit for cross-object formulas?

Answer:

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

NEW QUESTION 88

What is the most restrictive Organization-wide default?

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

Answer: C

NEW QUESTION 90

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 95

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 100

Approval processes are not available in a change set.

- A. True
- B. False

Answer: A

NEW QUESTION 102

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 104

CORRECT TEXT

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

Answer:

Explanation: 1. Standard objects
2. Custom objects

NEW QUESTION 105

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 110

The only way to test whether a time-dependent workflow rule is executing as expected is to wait.

- A. True
- B. False

Answer: B

NEW QUESTION 114

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 115

CORRECT TEXT

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

Answer:

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

NEW QUESTION 117

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

- A. True
- B. False

Answer: A

NEW QUESTION 119

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 122

If a developer wants to set up access in such a way that managers always see records owned by their subordinates, which feature should the developer use?

- A. Organization-wide defaults
- B. Role hierarchy
- C. Manual Sharing
- D. Profiles

Answer: B

NEW QUESTION 127

CORRECT TEXT

List the 3 Declarative Application building blocks of Business Logic.

Answer:

Explanation: 1. Workflow

- 2. Validation Rules
- 3. Approval Processes

NEW QUESTION 130

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

- A. True
- B. False

Answer: B

NEW QUESTION 132

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 137

CORRECT TEXT

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

Answer:

Explanation: 2

NEW QUESTION 138

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 141

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

- A. True
- B. False

Answer: B

NEW QUESTION 145

CORRECT TEXT

Which are the 2 ways to mass delete records?

Answer:

Explanation: Using Apex Data Loader or from Setup -> Data Management -> Mass Delete Records

NEW QUESTION 148

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 149

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 152

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

- A. True
- B. False

Answer: B

NEW QUESTION 156

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 161

CORRECT TEXT

Which operations are available in roll-up summary field?

Answer:

Explanation: sum, max, min, count

NEW QUESTION 165

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 167

CORRECT TEXT

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

Answer:

Explanation: The first 3 characters

NEW QUESTION 172

CORRECT TEXT

Where can you access and create new static resources?

Answer:

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

NEW QUESTION 173

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 174

CORRECT TEXT

What are static resources?

Answer:

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

NEW QUESTION 176

CORRECT TEXT

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

Answer:

Explanation: 50,000

NEW QUESTION 181

CORRECT TEXT

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

Answer:

Explanation: Junction object

NEW QUESTION 182

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 187

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 189

Force.com is good for

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

Answer: C

NEW QUESTION 193

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 195

CORRECT TEXT

Many-to-many relationship is created using?

Answer:

Explanation: Two master-detail relationships

NEW QUESTION 200

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 202

CORRECT TEXT

What Fields does History Tracking not track?

Answer:

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

NEW QUESTION 203

CORRECT TEXT

What are the 4 ways you can access record Ids?

Answer:

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

NEW QUESTION 208

CORRECT TEXT

Which are the 3 tiers of an app?

Answer:

Explanation: data model, user interface, business logic

NEW QUESTION 211

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 215

A standard field can be marked as external id field.

- A. True
- B. False

Answer: B

NEW QUESTION 219

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 220

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 222

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 224

CORRECT TEXT

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

Answer:

Explanation: Development mode

NEW QUESTION 229

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 234

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 238

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 241

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 244

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 245

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 247

Rollup summary can be created for

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

Answer: A

NEW QUESTION 250

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 253

CORRECT TEXT

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

Answer:

Explanation: VLOOKUP

NEW QUESTION 256

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 261

CORRECT TEXT

You need to track changes that a developer, who has left, made to the configuration. Which tool should you use?

Answer:

Explanation: Setup Audit Trail is the only tool that will track changes to the setup and configuration of Salesforce. Field history tracking tracks changes to data, but not to configuration

NEW QUESTION 262

Custom picklist fields can be either controlling or dependent fields.

- A. True
- B. False

Answer: A

NEW QUESTION 263

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 266

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 271

CORRECT TEXT

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

Answer:

Explanation: sidebar

NEW QUESTION 272

CORRECT TEXT

Which are the 4 standard fields of a custom object?

Answer:

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

NEW QUESTION 275

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 279

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

- A. True
- B. False

Answer: B

NEW QUESTION 282

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

- A. True
- B. False

Answer: B

NEW QUESTION 287

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 291

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 294

CORRECT TEXT

What values are available for Field-level security?

Answer:

Explanation: Visible, Read-Only

NEW QUESTION 296

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 300

While adding a contact role to an Account which of these contacts a counter available?

- A. Contacts present in the related list of that Account
- B. All Contacts from the Contact object.

Answer: B

NEW QUESTION 301

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 305

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 309

CORRECT TEXT

Which are the 3 types of activities?

Answer:

Explanation: tasks, calendar events and requested meetings

NEW QUESTION 311

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 315

CORRECT TEXT

What is Salesforce CRM Content?

Answer:

Explanation: With Salesforce CRM Content you can organize, share, search, and manage content within your organization and across key areas of the Salesforce application. Content can include all file types, from traditional business documents such as Microsoft PowerPoint presentations to audio files, video files, Web pages, and Google docs.

Topic 3, Volume C

NEW QUESTION 317

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 318

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 321

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 323

CORRECT TEXT

Which are the 3 values for Organization wide defaults?

Answer:

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

NEW QUESTION 327

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

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

Answer: A

NEW QUESTION 328

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

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

Answer: BC

NEW QUESTION 330

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

- A. True
- B. False

Answer: B

NEW QUESTION 335

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 339

Automating business processes is possible using

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

Answer: C

NEW QUESTION 341

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 342

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

- A. True
- B. False

Answer: A

NEW QUESTION 345

CORRECT TEXT

Which are the 5 actions available with workflow rules?

Answer:

Explanation: send email, send outbound message, field update, set task, use existing action

NEW QUESTION 350

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 351

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 354

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 357

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 362

'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 363

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 366

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 371

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 373

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 378

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

- A. True
- B. False

Answer: B

NEW QUESTION 379

Checkbox can be controlling field only and not a dependant field.

- A. True
- B. False

Answer: A

NEW QUESTION 381

OWD of child is always determined by OWD of parent.

- A. True
- B. False

Answer: B

NEW QUESTION 382

CORRECT TEXT

What are the various ways of disabling Chatter?

Answer:

Explanation: To remove Chatter tab from the top horizontal bar, remove it from the 'Selected Tabs' from 'Customize My Tabs' from the '+' sign. To remove Chatter link altogether for all profiles, go to Setup -> Customize -> Chatter -> Settings and uncheck 'Enable'. Now Chatter link will not be available even if the '+' sign is clicked. To remove Chatter link altogether only for a specific profile, go to Setup -> Manage Users -> Profiles -> -> Objects and Tabs -> Chatter -> Edit and select'

NEW QUESTION 383

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 388

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 390

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 392

CORRECT TEXT

Queues exist for which objects?

Answer:

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

NEW QUESTION 395

In a workflow rule which of the following statements is true

- A. Specifying at least one criterion is compulsory in the rule criteria section under Run this rule if the following criteria are met
- B. Specifying criteria is optional in the rule criteria section under Run this rule if the following criteria are met. If no criteria are specified, then this workflow rule will execute for all records created of that object.

Answer: A

NEW QUESTION 396

CORRECT TEXT

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

Answer:

Explanation: Setup Audit Trail

NEW QUESTION 399

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 402

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 403

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 404

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 407

CORRECT TEXT

What is the use of Data Categories?

Answer:

Explanation: objects. It means none of the fields are tracked for any of the objects. Any changes to records owned by a user are automatically followed on Chatter. To disable this feature, go to Setup -> My Chatter Settings -> My Feeds and check the checkbox for 'Stop automatically

NEW QUESTION 412

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

- A. True
- B. False

Answer: A

NEW QUESTION 414

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 415

Apex sharing reasons are available for standard and custom objects.

- A. True
- B. False

Answer: B

NEW QUESTION 420

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 425

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 427

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 432

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 435

CORRECT TEXT

A new time trigger (like '3 hours after Rule Trigger Date' which is part of 'Time-Dependent Workflow Actions') cannot be added to a workflow rule under which cases using the 'Add Time Trigger' button?

Answer:

Explanation: If the workflow rule is active

If any time-based workflow action is pending to be executed on any of the existing time triggers of that workflow rule (like say any field update workflow action pending of time trigger '1 Hour After Rule Trigger Date'). So deactivating this workflow rule will not suffice. Deleting the record (if feasible) on which time-based workflow action is pending will make 'Add Time Trigger' button active again. c. If the workflow rule is to be executed

NEW QUESTION 440

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 445

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

- A. True
- B. False

Answer: B

NEW QUESTION 446

CORRECT TEXT

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

Answer:

Explanation: Product, Contract, Campaign

NEW QUESTION 447

CORRECT TEXT

For which objects, cloning is not possible?

Answer:

Explanation: Account, Solution, User

NEW QUESTION 452

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 454

'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 457

For manual sharing of any account record, by default the owner of the record has Full Access to the account record and has Read/Write access on the related contacts, opportunities, cases. The Read/Write access on the related contacts, opportunities, cases can be made more restrictive for the owner like read-only by creating a new manual sharing rule for that account record and selecting the owner's name from within the Users list.

- A. True
- B. False

Answer: B

NEW QUESTION 459

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 463

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 466

Opportunity is synced with

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

Answer: C

NEW QUESTION 470

CORRECT TEXT

What is the Mail Merge process?

Answer:

Explanation: About the mail merge process and merge fields

A mail merge is the process of generating form letters and other Microsoft Word documents that are personalized for the recipient, who is often a contact or lead. The content of each document is predefined in a mail merge template. Mail merge templates include variables called merge fields where data from your Salesforce records — for example a contact's name and address—displays in the generated document.

NEW QUESTION 475

Which of these cannot be deactivated?

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

Answer: D

NEW QUESTION 479

CORRECT TEXT

Time-based workflow is NOT applicable for?

Answer:

Explanation: Every time a record is created or edited

NEW QUESTION 481

CORRECT TEXT

Which are the 3 types of Custom Tabs?

Answer:

Explanation: Custom object tab, Web tab, Visualforce tab

NEW QUESTION 485

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 489

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 492

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

- A. True
- B. False

Answer: B

NEW QUESTION 493

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 496

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 501

'Status' is a picklist of the Account object having value 'Open' or 'Closed'. It is possible to create a sharing rule to share only those Accounts whose 'Status' is

'Open'.

- A. True
- B. False

Answer: B

NEW QUESTION 502

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 505

CORRECT TEXT

Which are the 3 record access levels?

Answer:

Explanation: Read only, Read/write, Full access (this includes delete, change owner permissions)

NEW QUESTION 510

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 512

Automatic case escalation can be disabled.

- A. True
- B. False

Answer: A

Explanation: Topic 4, Volume D

NEW QUESTION 513

CORRECT TEXT

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

Answer:

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

NEW QUESTION 515

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 518

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 523

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 see, edit, delete account records. What could be the reason?

Answer:

Explanation: The profile 'Custom – Recruiter' has 'Modify 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 read, edit, create, delete any type of data across all apps. Checking 'Modify All Data' automatically checks 'View All Data'.

NEW QUESTION 526

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 531

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 536

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 540

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 541

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 545

CORRECT TEXT

What is a price book?

Answer:

Explanation: Price Books are a list of products with specifically defined unit prices and currencies. A price book can be set up for multiple currencies. When organizing products into price books, keep in mind that an opportunity or quote can include products only from a single price book. To add or edit products in a price book, click the price book name.

NEW QUESTION 550

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 554

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 559

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 564

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 565

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 567

A custom text field on Account 'Location' has a validation rule `if(location c == null || isblank(location c), true, false)`

This field has been removed from the Account page layout. So error for this field will not be given when a new account record is being created.

- A. True
- B. False

Answer: A

NEW QUESTION 568

CORRECT TEXT

A user is facing issues while logging in to Salesforce. What should the administrator do?

Answer:

Explanation: Check if the user is using the correct URL's for Salesforce. Check if the user is using the correct User Name and Password for that environment. Check the user's login history from Setup -> Manage Users -> Login History Check if any login in hour restrictions or login IP address restrictions exist on the profile to which the user belongs from Setup -> Manage Users -> Profiles -> -> Login Hours and Setup -> Manage Users -> Profiles -> -> Login IP Ranges Check if there is

NEW QUESTION 573

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 577

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 578

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 579

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

A. True

B. False

Answer: A

NEW QUESTION 581

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 582

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 583

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 587

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 592

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

- A. True
- B. False

Answer: A

NEW QUESTION 597

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 600

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 604

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 605

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 606

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 608

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 611

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 616

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

- A. True
- B. False

Answer: A

NEW QUESTION 617

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 620

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 621

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

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 627

CORRECT TEXT

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

Answer:

Explanation: Ten

NEW QUESTION 629

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 634

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 636

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 638

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 640

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 644

Specifying entry criteria is compulsory for:

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

Answer: A

NEW QUESTION 645

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 655

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 659

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 661

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 665

CORRECT TEXT

Which are the 3 types of page layouts?

Answer:

Explanation: Detail, mini, console

NEW QUESTION 670

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 675

Which elements can be stored in folders?

- A. True

B. False

Answer: B

NEW QUESTION 676

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 677

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