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QUESTION 1

What happens when you convert a Lead and an existing account and contact have the same name as the one specified on the lead?

- A. A new account and contact will be created with different Salesforce ID.
- B. You can choose to update the existing account and contact.
- C. The records will automatically update.
- D. The conversion will fail.
- E. The account and contact will automatically be overwritten

Correct Answer: B

QUESTION 2

Which of the following is true that can cause data loss when an existing custom field is changed? (Check all that apply)

- A. Changing to or from type Date or Date/Time
- B. Changing to Number from any other type
- C. Changing to number from Percent
- D. Changing to one Currency from any other currency type

Correct Answer: ABCD

QUESTION 3

When you define a Data Validation Rule, what else must you also define?

- A. Whether or not the field is required
- B. An Error Message
- C. What email gets sent if the Rule triggers
- D. Whether or not the record gets deleted

Correct Answer: B

QUESTION 4

If I'm looking at a detail page, how do I know what record type it is?



A. For tabs that have multiple record types defined, you can look at the Record Type field on the page. However, this field must be added to the page layout.

Correct Answer: A

QUESTION 5

Joe imports records for Sara, a non-active user. Sara\\'s records will be assigned to Joe.

A. True

B. False

Correct Answer: A

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