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QUESTION 1

Universal container has account status field prospect and customer. Admin wants to automatically change status value from prospect to customer when opportunity is won: Choose 2

- A. Use Visualforce to update Account status field
- B. Use Apex trigger to update account status field
- C. Create Opportunity workflow rule to update account status field
- D. Create account workflow rule to update account status field

Correct Answer: BC

QUESTION 2

Universal Container needs to use different a pricebook for sales representatives in US, LATAM, EMEA and APAC. What should the system administrator do?

- A. Create a separate pricebook for each region
- B. Clone the standard pricebook and create separate pricebooks for each region
- C. Add a different list price for products depending on the region

Correct Answer: B

QUESTION 3

You have downloaded an App from AppExchange and you want to make changes in that App. What should be type of Package?

- A. Manage Package
- B. UnManage Package
- C. Automatic Package
- D. Platinum Package

Correct Answer: B

QUESTION 4

Users have been given Read/Write access to product support cases through criteria-based sharing rules. A user's profile only has the Read permission for cases. What is true about the user's ability to edit product support cases?

- A. The user will Only be able to edit cases manually shared with them



- B. The user will only be able to edit the cases that they created
- C. The user will not be able to edit product support cases
- D. The user will be able to edit product support cases

Correct Answer: C

QUESTION 5

The VP of Marketing is launching campaigns in each region to target accounts that do not have open opportunities. What reporting solution can an administrator set up to assist with this?

- A. Standard Filter
- B. Cross Filter
- C. Reporting snapshot
- D. Joined report

Correct Answer: C

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