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QUESTION 1

Which features are available only in Customizable forecast? Choose 3

- A. Territory Management
- B. Share Forecasts
- C. Snapshots and Forecast History
- D. Rename Categories

Correct Answer: ABC

QUESTION 2

Vice President is on Vacation and he needs to approve a big deal more than 250,000\$. What should be configured?

- A. Enable Approval by Mobile
- B. Approval by Email
- C. Offline User
- D. Salesforce for Outlook

Correct Answer: B

QUESTION 3

Customer already have products delivered and payment is done on monthly basis. What kind of scheduling can be done?

- A. Default Quota scheduling
- B. Default Revenue scheduling
- C. Default Quantity Scheduling
- D. Default Scheduling

Correct Answer: B

QUESTION 4

What are abilities of both Customizable and Collaborative forecasting? Choose 2

- A. Ability to have Product family in Forecast



- B. Ability to edit Forecast of Users
- C. Ability to setup forecast category
- D. Ability to do monthly and quarterly forecast

Correct Answer: AD

QUESTION 5

The sales operations team had requested a new custom object with the following requirements:

- 1 - The Sales Managers should have full access to all records created.
- 2 - The object's sharing default should be set to private.
- 3 - No new sharing rules should be created.

How can the system administrator set up the security of this Object? Choose 2

- A. Create a permission set for all Sales Manager users with "Modify all" checked for the Object
- B. Create a Record Type with "Modify all" Checked and assign this record type to the Sales Manager Profile
- C. Add the "Modify all" permission to the Sales Manager Profile for the new Object
- D. Create a role for all Sales Manager users with "modify all" checked for the Object

Correct Answer: AC

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