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**QUESTION 1**

Universal Containers would like applicants to apply for multiple positions, tracking how many applicants have applied and how many positions each individual applicant has applied for. To do this, the Administrator will create a JobApplication junction object between the Applicant and Position objects. Why will this action meet the requirement?

- A. The junction object allow the administrator to add a workflow rule to update fields on the Position and Applicant objects
- B. The Job Application object as a master to Position and Applicant objects will allow roll up summary fields on the Position and Applicant objects
- C. The junction object allows a many to many relationship and also roll up summary fields on the parent objects
- D. A lookup relationship on the Applicant object with Position as the master provides rollup summary fields without code

Correct Answer: D

QUESTION 2

Which deployment tool can be used to delete metadata from an organization? Choose 2

- A. Force.com IDE
- B. Force.com migration Tool
- C. Unmanaged packages
- D. Change sets

Correct Answer: AB

QUESTION 3

What are the system prerequisites for Territory Management? Choose 2

- A. Customizable Forecasting Enabled
- B. Sales Teams Set up
- C. Marketing Users enabled
- D. Sandbox enabled

Correct Answer: AD

QUESTION 4

Which value rolls up the hierarchy to the manager for both Customizable and Collaborative Forecasts?



- A. Expected revenue
- B. Opportunity amount
- C. Quota amount
- D. Product quantity

Correct Answer: B

QUESTION 5

Sales management wants a small subset of users with different profiles and roles to be able to view all data for compliance purposes. How can an administrator meet this requirement?

- A. Assign delegated administration to the subset of users to View All Data
- B. Create a new profile and role for the subset of users with the View All Data permission
- C. Enable the View All Data permission for the roles of the subset of users
- D. Create a permission set with the View All Data permission for the subset of users

Correct Answer: D

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