



DEV-401^{Q&As}

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QUESTION 1

If the entry criteria for a step in an approval process are not met, then the record gets rejected.

- A. True
- B. False

Correct Answer: B

QUESTION 2

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

Correct Answer: REGEX

QUESTION 3

Which are the 4 desktop clients that integrate Salesforce with your PC?

Correct Answer: Connect for Outlook, Connect for Lotus Notes, Connect for Office, Connect Offline

QUESTION 4

What is a Quote Line Item?

Correct Answer: '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.

QUESTION 5

Criteria based sharing rule is not available on which standard objects?

Correct Answer: Not available for Lead, Campaign. Available for Accounts, Contact, Opportunity, Case



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