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QUESTION 1

Universal Containers is using a private sharing model. The U.S. sales director needs full access to all

records owned by the U.S. sales representatives.

How can this can be accomplished?

A. Define a role hierarchy where the U.S. sales representatives roll up to the U.S. sales director.

B. Place the U.S. sales director in a queue with the U.S. sales representatives.

C. Define a role hierarchy where the U.S. sales director rolls up to the CEO.

D. Give the U.S. sales director read/write/edit/delete object permissions on the profile.

Correct Answer: A

QUESTION 2

Universal Containers sells their products to wholesale partners and retail outlets. Each process has its own set of unique sales stages.

Which three features can an Administrator customize for each opportunity stage? (Choose three.)

A. Probability

B. Forecast Category

C. Quota

D. Product Family

E. Type

Correct Answer: ABE

QUESTION 3

When working on opportunities, sales representatives at Universal Containers need to understand how their peers have successfully managed other opportunities with comparable products, competing against the same competitors?

Which two features should an administrator use to facilitate this? (Choose two.)

A. Opportunity update reminders

B. Opportunity Dashboard

C. Chatter groups

D. Big deal alert

Correct Answer: BC

QUESTION 4

Under which three conditions should a validation rule be used to prevent invalid data? (Choose three.)

A. When records are deleted by a user.

B. When records are imported.

C. When records are submitted using web-to-lead.

D. When records are updated by a workflow rule.

E. When records are edited and saved by a user.

Correct Answer: BCE

QUESTION 5

Which two dashboard components should display data from the summary rows of a report? (Choose two.)

A. Gauge

B. Chart

C. Metric

D. Table

Correct Answer: BD

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