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QUESTION 1

Which circumstance will prevent a system administrator from deleting a custom field?

A. The field is used in a page layout.

B. The field is part of a filed dependency.

C. The filed is used in a workflow filed update.

D. The filed is used in a report.

Correct Answer: C

QUESTION 2

What can Delegated Admins do?

A. View All and Modify ALL Access by Object

Correct Answer: A

QUESTION 3

Sharing rules can be formed on the following except:

A. Custom objects

B. Standard objects

C. Junction Objects D. Objects on managed packages

Correct Answer: D

QUESTION 4

Existing records that meet the Workflow Rule criteria trigger the Rule.

A. True

B. False

Correct Answer: B

QUESTION 5

If a user leaves your company, the system administrator should do the following to prevent future access to the Salesforce org.

A. Delete their user record

B. De-activate their user record

C. Delete any accounts or contacts owned by that user

D. None of the above

Correct Answer: B

QUESTION 6

What are the opportunity defaults when converting a lead to an opportunity?

A. Stage Defaults to first option in the picklist, close date defaults to the last day in the quarter, and the amount defaults to blank

B. Stage defaults to first option in the picklist, close date defaults to 3 months from conversion date, and amount defaults to blank

C. User defines amount, close date, and stage upon conversion

D. None of the above

Correct Answer: A

QUESTION 7

Ursa Major Solar has an opportunity record with a close date of November 15, which fulfills the criteria of a

time-dependent workflow rule. The time-dependent action is scheduled for November 8.

The opportunity is edited before November 8, however, and no longer meets the criteria.

What happens to the time-dependent action?

A. It will execute on November 15.

B. It will execute on November 8.

C. It is automatically removed from the queue.

D. It is put on hold.

Correct Answer: C

QUESTION 8

Universally required fields always display on edit pages regardless of field-level security.

A. True

B. False

Correct Answer: A

QUESTION 9

What does campaign influence allow a user to do?

A. View the entire campaign hierarchy.

B. Report on the campaigns that have contributed to an opportunity.

C. Summarize campaign member statistics on a campaign.

D. Adjust the percentage of influence each campaign has on an opportunity.

Correct Answer: B

QUESTION 10

AW Computing needs to track the manufacturer and model for specific computers and laptops. How can the system administrator ensure that manufacturer selected influences the values available for model.

A. Create a multi-select picklist field that includes both manufacturers and models.

B. Create a lookup field from the manufacturer object to the model object

C. Create a manufacturer field as a controlling picklist and the model as a dependent picklist

D. Create a manufacturer field as the dependent picklist and the model as the controlling picklist.

Correct Answer: C

QUESTION 11

Is possible to view a forecast based on all of the following EXCEPT:

A. Territory

B. Product Family

C. Date Range

D. Sales Team

Correct Answer: D

QUESTION 12

Ursa Major Solar recently acquired a company whose Sales team has a unique sales process, with stages that are different from the current setup of stages in Salesforce.

The Chief Technology Officer (CTO) has decided that the new Sales team should NOT change their process at all.

What should the Administrator do to incorporate the new Sales team\'s process?

A. Create new values for the Opportunity Stage field; create a new Sales Process assigned to a custom Record Type for the new Sales team.

B. Create a Record Type and page layout for the new Sales team and a custom field for the new Stages.

C. Create new values for the Opportunity Stage field and use field-level security to control which teams see which fields.

D. Create new values for the Opportunity Stage field; order them so that the new Sales team\'s values are at the bottom of the picklist.

Correct Answer: B

QUESTION 13

Mass Mail Contacts option doesn\'t appear under the Tools section in the Contacts tab, what could have caused this?

A. The user Role is insufficient to view this tool

B. Email is unchecked for that profile in FLS

C. This is a bug and must be escalated

D. Mass mail is not enabled for the profile.

E. Mass mail is not checked in FLS

Correct Answer: BD

QUESTION 14

The Data Loader can de-duplicate records during import.

A. True

B. False

Correct Answer: B

QUESTION 15

You can delete the Standard Price Book or a price book that is on an opportunity.

A. True

B. False

Correct Answer: A

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