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QUESTION 1

When converting a lead, how can an administrator capture custom lead data on the converted contact?

A. Use the lead conversion wizard to select the fields.

B. Map custom lead fields to custom contact fields.

C. Use the data loader to move the custom lead data.

D. Map custom lead fields to standard contact fields.

Correct Answer: B

QUESTION 2

Which three settings are controlled by a user\\'s profile? (Choose three.)

A. Field-level security

B. Locale settings

C. Record type assignment

D. Assigned apps

E. Feature license assignment

Correct Answer: ACD

QUESTION 3

Sales management at Universal Containers needs to display the information listed below on each account record. Amount of all closed won opportunities Amount of all open opportunities

What feature should an administrator use to meet this requirement?

A. Calculated columns in the related list

B. Cross-object formula fields

C. Workflow rules with field updates

D. Roll-up summary fields

Correct Answer: D

QUESTION 4

Universal Containers is onboarding ten new employees in two weeks.

Which two methods should a System Administrator use to create user records in Salesforce, without activating them? (Choose two.)

A. Create them with the User Import Wizard, and ensure that Active is unchecked.

B. Schedule a Time-Dependent Workflow to create users in two weeks.

C. Click Add Multiple Users, and ensure that Generate New Password and Notify User Immediately are unchecked.

D. Create a .csv file, ensure that IsActive = False, and use the data loader to insert.

Correct Answer: CD

QUESTION 5

Which three types of customization should be done on Activities (tasks and events)? (Choose three.)

A. Workflow Rules

B. Custom Fields

C. Validation Rules

D. Field tracking

E. Assignment Rules

Correct Answer: ABC

QUESTION 6

When the multiple currencies feature is enabled, what currency is used as the basis for all currency conversion rates?

A. Corporate currency

B. Active currency

C. Personal currency

D. Record currency

Correct Answer: A

QUESTION 7

Universal Containers needs to synchronize data between Salesforce and an external financial system. What should an administrator do to accomplish this?

A. Use the Excel connector to export records from both systems into Excel.

B. Use the data loader to upset Salesforce records into the financial system.

C. Use an external ID field to match records between the systems.

D. Use the data loader to match records between the systems.

Correct Answer: C

QUESTION 8

Universal Containers requires that the organization-wide default for opportunities be set to public read/ write. However, sales users complain that opportunity reports return too many results, making it difficult to find their team\'s opportunities in the report results.

How can the System Administrator address the problem?

A. Update the account team settings.

B. Update the sales manager hierarchy.

C. Update the report filters.

D. Update the opportunity report access.

Correct Answer: C

QUESTION 9

Which two statements are correct regarding an approval process? (Choose two.)

A. An approval action defines the result of record approval or rejection.

B. An assignment rule defines the approver for each process step.

C. The approval history related list can be used to track the process.

D. A delegated approver can reassign approval requests.

Correct Answer: AC

QUESTION 10

The administrator at Universal Containers will create a custom field to track a specific Tier 2 support user on a case record.

What data type should be used when creating the custom field?

A. Lookup filter

B. Lookup relationship

C. Formula

D. Hierarchical relationship

Correct Answer: B

QUESTION 11

Which two settings can a System Administrator enable in the User Interface Setup? (Choose two.)

A. Related list hover links.

B. Printable list views

C. Customizable recent tags

D. Chatter Messenger for specific users

Correct Answer: AB

QUESTION 12

If two objects have a parent-child relationship, how can a user access the child record from the parent record?

A. Lookup field

B. Related list

C. Custom link

D. Child field

Correct Answer: B

QUESTION 13

Which two types of record access should an administrator grant through sharing rules? (Choose two.)

A. Read/Write/Delete

B. Read/Write

C. Read Only

D. Read/Write/Transfer

Correct Answer: BC

QUESTION 14

What must an administrator do when creating a record type?

A. Add the record type to the required user records.

B. Assign the record type to the appropriate profiles.

C. Create a new page layout for the record type.

D. Set the field-level security for the record type.

Correct Answer: B

QUESTION 15

Which three can be modified on standard object fields? (Choose three.)

A. Help text

B. Label

C. Field type

D. Picklist values

E. Default text

Correct Answer: ABD

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