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QUESTION 1

Which of the following can NOT be used to customize your Home Page?

- A. Company logo (Image)
- B. Dashboard Snapshot
- C. Custom Links
- D. Custom Formula Field

Correct Answer: D

QUESTION 2

Time based workflow can be triggered every time a record is created or edited

- A. True
- B. False

Correct Answer: B

QUESTION 3

What can users do when Chatter feed tracking is enable for dashboards? Choose 2 answers.

- A. Follow files and links for a dashboard.
- B. Follow posts and comments for a dashboard.
- C. Follow posts and comments for the dashboard source reports.
- D. Auto-follow dashboards created by the user.

Correct Answer: BC

QUESTION 4

Custom Summary Formulas can run calculations on custom formula fields.

- A. True
- B. False

Correct Answer: A



QUESTION 5

What data can you request for in the weekly data export?

- A. Only account data
- B. Only report data
- C. Accounts, opportunities, contacts, cases and solutions
- D. All organization data

Correct Answer: D

QUESTION 6

Which of the following does Salesforce CRM provide for restricting login access to the application? Choose 3 answers

- A. Profile-based IP restrictions
- B. Organization-wide IP restrictions
- C. Profile-based login hour restrictions
- D. Organization-wide login hour restrictions

Correct Answer: ABC

QUESTION 7

Case escalation rules triggered on the last modification will be reset each time a user adds an activity or sends an email from the case record?

- A. True
- B. False

Correct Answer: B

QUESTION 8

Which two actions should an Administrator perform to provide a sales team with an easy solution for gathering customer requirements and sharing presentations with their customers? (Choose two.)

- A. Use Salesforce Files to post presentations in Chatter.
- B. Add customers to private Chatter groups.
- C. Add customers to libraries.
- D. Ensure opportunity teams are created for customers.



Correct Answer: AB

QUESTION 9

The formula editor may be used all of the following places EXCEPT:

- A. S-Control
- B. Formula Field
- C. Default Values on Standard Fields
- D. Workflow Field Updates

Correct Answer: C

QUESTION 10

Which of the following statements is true about transferring leads?

- A. You can transfer to users, but not to queues
- B. You can transfer to queues, but not to users
- C. You can transfer to both queues and users

Correct Answer: C

QUESTION 11

Identify the statement that correctly defines data validation

- A. Data validation ensures the integrity of data before its saved in SF
- B. Data validation ensures the integrity of data after its saved in SF
- C. Data validation ensures the integrity of data when data is imported in SF
- D. Data validation ensures the integrity of data when data is exported in SF

Correct Answer: A

QUESTION 12

Ursa Major Solar wants to know which of its marketing efforts are helping the team win opportunities.

What should an administrator configure to provide these insights?

- A. Campaign Influence



- B. List Email Activities
- C. Map Custom Lead Fields
- D. Campaign Hierarchy

Correct Answer: A

QUESTION 13

Salesforce.com instance has Multiple Currencies as Activated. What is the maximum granularity available for tracking changes in Currency Rates

- A. 1 Week
- B. 1 Day
- C. 1 Hour
- D. 1 Minute

Correct Answer: B

QUESTION 14

Universal Containers has two business groups, Products and Services. Both groups will be using opportunities to track deals, but different fields are required by each group. In which two ways should an administrator meet this requirement? Choose 2 answers

- A. Create two record types.
- B. Create two permission sets.
- C. Create two page layouts.
- D. Create two lead processes.

Correct Answer: AC

QUESTION 15

At Ursa Major Solar, an administrator has set up a new user. The user needs to activate the account before the email link expires by default.

How long does the user have before the link expires?

- A. 14 days
- B. 10 days



C. 7 days

D. 6 days

Correct Answer: C

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