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NEW QUESTION: 1

Sales Users at Cloud Kicks are requesting that the data in the industry field on the Account object displays on the Opportunity page layout.

Which type of the field should an administrator create to accomplish this?

- A. Custom Account Field
- B. Standard Account Field.
- C. Cross Object Formula Field
- D. Master detail relationship Field

Answer: C (LEAVE A REPLY)

A cross object formula field is a type of formula field that references fields from related objects using relationships such as lookup or master-detail. It can be used to display data from one object on another object without creating another relationship or copying data. A cross object formula field can be created on opportunity object to display data from industry field on account object using account ID lookup relationship. A custom account field, a standard account field, or a master-detail relationship field are not types of fields that can display data from industry field on account object on opportunity page layout; they either do not exist or do not reference related objects. Reference: https://help.salesforce.com/s/articleView?id=sf.cross_object_formulas.htm&type=5

NEW QUESTION: 2

If a user has public read-only access to records [that he/she does not own], the following are true.

- A. The user can change the owner of the record
- B. The user can report on the record
- C. The user can search for the record
- D. The user can view the record but not edit it
- E. The user can view and delete the record, but not edit it

Answer: B,C,D (LEAVE A REPLY)

NEW QUESTION: 3

What other permissions does the "Manage Analytic Snapshots" permission require (Select all that apply).

- A. Schedule Dashboards
- B. Manage All Data
- C. View Setup and Configuration
- D. Run Reports

Answer: A,C,D (LEAVE A REPLY)

NEW QUESTION: 4

Cloud Kicks want to have consistency when communication with customers on cases. The company has requested messages to be sent in an email channel with categories to help search for the proper message.

Which Solution Should be administrator suggest to meet this requirement?

- A. Prebuilt Quick Texts
- B. Prebuilt Email Templates.
- C. Prebuilt Flow Templates.
- D. Prebuilt Auto-Responses.

Answer: B (LEAVE A REPLY)

Prebuilt email templates are email templates that have been created and provided by Salesforce for common use cases such as sending welcome messages, confirmation emails, etc. They can be used by Cloud Kicks to have consistency when communicating with customers on cases via email channel with categories to help search for the proper message. Prebuilt email templates can be accessed from the email action in the case feed or from the email composer in Lightning Experience. They can also be filtered by category to find the most relevant template for each case. Prebuilt quick texts, prebuilt flow templates, and prebuilt auto-responses are not solutions for having consistency when communicating with customers on cases via email channel; they are used for different purposes such as inserting common phrases, creating guided processes, or sending automated replies. Reference:

https://help.salesforce.com/s/articleView?id=sf.email_templates_prebuilt.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.email_templates_use.htm&type=5

NEW QUESTION: 5

An administrator at Dreamhouse Reality needs to Create Customized pages for the salesforce mobile app.

Which two types of pages could an administrator build and customize using the Lightning App Builder?

Choose 2 Answers

- A. Record Page

- B. Dashboard page
- C. App page
- D. User Page

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

Both accounts and users can exist in multiple territories.

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 7

What is the maximum of actions per time trigger you can have in a Workflow Rule?

- A. 40
- B. 33
- C. 10
- D. 20
- E. 50
- F. 80

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 8

When a record is deleted it sits in the recycling bin for 30 days

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

Will two different users get the same search results on searching for a common keyword?

- A. Yes
- B. No

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 10

The system administrator has been asked to create a way to track Shipments of products to customers. Shipments should be closely tied to the Opportunity record and there may be more than one shipment record per Opportunity and the Opportunity should be required (i.e. Users cannot save a Shipment record without associating it to an Opportunity). The system administrator should create.

- A. A cross object formula displaying Opportunity ID on the Shipment record
- B. A lookup relationship with a lookup filter from Opportunity to Shipment

- C. A Master - Detail relationship on the Shipment object to the Opportunity object
- D. A lookup relationship on the Opportunity object to the Shipment object

Answer: C (LEAVE A REPLY)

NEW QUESTION: 11

Which of the following object relationships is NOT allowed?

- A. Custom object as the master" and a standard object as the detail
- B. Custom object as a lookup to a custom object
- C. Standard object as the "master" and a custom object as the detail
- D. Custom object as a lookup to a standard object

Answer: A (LEAVE A REPLY)

NEW QUESTION: 12

An administrator Creates a custom text area field on the Account object and adds it to the service

team's page layout. The services team manager loves the addition of this field and wants it to appear

in the highlights panel so that the services reps can quickly find it when on the Account Page

How should the administrator accomplish this?

- A. Create a new page layout and a new section titled highlights panel.
- B. Make the field required and move it to the top of the page.
- C. In the Account object manager, create a custom compact layout.
- D. From the page layout editor, drag the field to the highlights panel.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 13

Though multiple campaigns can be influential, you can only designate one campaign as the primary campaign source on the opportunity?

- A. True
- B. False

Answer: (SHOW ANSWER)

NEW QUESTION: 14

A Workflow rule can only be triggered when a record is created.

- A. False
- B. True

Answer: A (LEAVE A REPLY)

NEW QUESTION: 15

Which objects have built in import wizards?

- A. Contacts

- B. Leads
- C. Accounts
- D. Solutions
- E. Custom Objects

Answer: (SHOW ANSWER)

NEW QUESTION: 16

The sales manager at Cloud Kicks wants to set up a business process where opportunity discounts over 30% need to be approved by the VP of sales. Any discounts above 10% need to be approved by the user's manager. The administrator has been tasked with creating an approval process.

Which are two considerations the administrator needs to review before setting up this approval process?

Choose 2 answers

- A. Allow the submitter choose the approver manually.
- B. Populate the Manager standard field on the sales users' User Detail page.
- C. Configure two separate approval processes.
- D. Create a custom Discount field on the opportunity to capture the discount amount

Answer: (SHOW ANSWER)

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NEW QUESTION: 17

Cloud Kicks needs to change the owner of a case when it has been open for more than 7 days. How should the administrator complete this requirement?

- A. Auto - Response Rules
- B. Validation Rule
- C. Escalation Rule
- D. Assignment Rule

Answer: C (LEAVE A REPLY)

An escalation rule is a tool that allows administrators to automatically escalate cases based on certain criteria and time triggers. For example, an escalation rule can change the owner of a case, send an email notification, or update a field value when a case has been open for more than 7 days. An escalation rule consists of multiple rule entries that define the criteria and

actions for each escalation scenario. Reference: https://help.salesforce.com/s/articleView?id=sf.case_escalation.htm&type=5

NEW QUESTION: 18

Which of the following is NOT a Standard Salesforce.com Functionality?

- A. Web to Lead
- B. Email to Case
- C. Email to Lead
- D. Web to case

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 19

Northern Trail outfitters has hired interns to enter Leads into Salesforce and has requested a way to identify these new records from existing Leads.

What approach should an administrator take to meet this requirement?

- A. Set up Web-to-Lead form the interns use.
- B. Define a record type and assign it to the interns.
- C. Create a separate Lead Lightning App.
- D. Update the active Leads Assignment Rules.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

A user at Northern Trail Outfitters is having trouble logging into Salesforce. The user's login history shows that this person has attempted to log in multiple times and has been locked out of the organization.

Which two ways should the administrator help the user log into Salesforce?

- A. Log in as the user to unlock the user and reset the password.
- B. Reset the password policies to allow the user to login.
- C. Reset password on the user's record detail page.
- D. Use the unlock button on the user's record detail page.

Answer: ([SHOW ANSWER](#))

To help a user who has attempted to log in multiple times and has been locked out of Salesforce, the administrator should reset password on the user's record detail page and use the unlock button on the user's record detail page. Resetting password will generate a new temporary password and send it to the user's email address. Using unlock will restore access for a locked-out user without changing their password or waiting for lockout period to end.

Logging in as the user or resetting the password policies will not help a locked-out user log in to Salesforce. Reference: https://help.salesforce.com/s/articleView?id=sf.users_passwords.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.users_unlock.htm&type=5

NEW QUESTION: 21

The administrator at Cloud Kicks created a new field for tracking returns on their new cloud shoe. A user has submitted a case to the administrator indicating that the new field is unavailable.

Which two steps should an administrator do to troubleshoot this issue?

Choose 2 answers

- A. Ensure that the page layout for the user's profile has been updated.
- B. Run the setup audit trail for the organization.
- C. Update the organization wide default for the object.
- D. Review the field level security of the field for the user profile

Answer: (SHOW ANSWER)

Page layout and field level security are two factors that determine whether a user can see a new field on a record. To troubleshoot this issue, the administrator should ensure that the page layout for the user's profile has been updated to include the new field and that the field level security of the field for the user profile allows read or edit access. Reference:

https://help.salesforce.com/s/articleView?id=sf.customize_layoutoverview.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.admin_fls.htm&type=5

NEW QUESTION: 22

You can use inline editing to maintain all detail pages in the application except for....?

Answer:

Documents

and Forecasts

NEW QUESTION: 23

The administrator at Ursa Major Solar has been asked to change the work Item and Project Custom Object Relationship from a master detail to a Lookup.

Which Scenario Could prevent the administrator from fulfilling this requirement?

- A. A junction object is required to support the lookup.
- B. The lookup field in all the records contains a value.
- C. The Look-Up field is required for Saving Records.
- D. Roll-Up summary fields exist on the master object.

Answer: D (LEAVE A REPLY)

One scenario that could prevent an administrator from changing the relationship between work item and project custom objects from master-detail to lookup is that roll-up summary fields exist on the master object (project). Roll-up summary fields are fields that calculate values from related records in a master-detail relationship; they cannot be used in a lookup relationship. If roll-up summary fields exist on the project object, they would prevent the administrator from changing the relationship type unless they are deleted first. A junction object is not required to support a lookup relationship; it is only used when creating many-to-many relationships between two objects using two master-detail relationships. The lookup field in all the records

containing a value or the lookup field being required for saving records are not scenarios that would prevent changing the relationship type; they are scenarios that would allow changing the relationship type without losing data or functionality. Reference:

[https://help.salesforce.com/s/articleView?](https://help.salesforce.com/s/articleView?id=sf.fields_about_roll_up_summary_fields.htm&type=5)

[id=sf.fields_about_roll_up_summary_fields.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fields_about_roll_up_summary_fields.htm&type=5)

https://help.salesforce.com/s/articleView?id=sf.relationships_considerations.htm&type=5

NEW QUESTION: 24

What are three characteristics of a master-detail relationship?

Choose 3 answers

- A.** The owner field on the detail records is the owner of the master record.
- B.** The master object can be a standard or custom object.
- C.** Roll-up summaries are supported in master-detail relationships.
- D.** Permissions for the detail record are set independently of the master.
- E.** Each object can have up to five master-detail relationships.

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 25

Which of the following are formats that you can use for creating a custom report?

A: Hierarchical

B: Matrix

C: Summary

D: Tabular

A. A, C, D

B. A, B, D

C. B, C, D

D. A, B, C

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 26

You have Read Only access to an account, can you add a task or event to the account?

A. True

B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 27

Dreamhouse Reality just announced its new home concierge offering. This product is unlike anything the company has offered in the past and follows a different business model.

What Should the administrator Configure to meet this requirement?

A. Create a new approval process.

B. Create a new Opportunity product.

- C. Create a quick action.
- D. Create a new sales process.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 28

Northern Trail Outfitters has two different sales processes: one for business opportunities with four stages and one for partner opportunities with eight stages. Both processes will vary in page layouts and picklist value options.

What should an administrator configure to meet these requirements?

- A. Separate record types and Sales processes for the different types of opportunities.
- B. Validation rules that ensure that users are entering accurate sales stage information.
- C. Public groups to limit record types and sales processes for opportunities.
- D. Different page layouts that control the picklist values for the opportunity types.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 29

Workflow rules can be triggered any time a record is saved or created, depending on your rule criteria:

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 30

Which of the following is not a standard Profile?

- A. System Administrator
- B. Standard Administrator
- C. Read only
- D. Marketing Director
- E. Partner Portal User

Answer: B,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 31

Northern Trail Outfitters has a custom quick action on Account that creates a new Case.

How should an administrator make the quick action available on the Salesforce mobile app?

- A. Add the Salesforce Mobile and Lightning Experience action to the page layout.
- B. Include the action in the Salesforce Mobile Navigation menu.
- C. Modify compact Case page layout to include the action.
- D. Create a custom Lightning App with the action.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 32

DreamHouse Reality needs to use consistent picklist value on a category filed on accounts and cases, with value respective to record types.

Which two features should the administrator use to fulfill this requirement?

Choose 2 Answers

- A. Global Picklist
- B. Multi-Select Picklist
- C. Dependent Picklist
- D. Custom Picklist

Answer: (SHOW ANSWER)

NEW QUESTION: 33

Which statement is true regarding High Volume Portal users? Choose 2 answers

- A. Are allotted extra data storage usage
- B. Are not assigned to roles in the role hierarchy
- C. Cannot own an Account record
- D. Can view documents from Content workspaces

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 34

Which item is available in a Lightning App where visibility is limited to the Salesforce Mobile App?

- A. Utility Bar.
- B. Favorites
- C. Home Page.
- D. Today

Answer: A (LEAVE A REPLY)

NEW QUESTION: 35

The org wide default is set to private. Phil smith the owner of ABC account is a US Sales Rep reporting to the US Sales Director. The users in the US sales rep role can edit ALL opportunities associated with the accounts they own. Tim an EMEA sales rep owns an opportunity associated with the ABC account. Identify the correct role access.

- A. Phil can EDIT and VIEW Tims ABC opportunity
- B. Tim can VIEW but cannot EDIT phils account.
- C. Phil can view but cannot edit Tims ABC opportunity
- D. TIM cannot VIEW / EDIT phils account
- E. Tim can VIEW and EDIT Phils account

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 36

Is it possible for a user to own a record and not see it:

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 37

What can an agent do when resolving a case? Choose 2 answers

- A. Create an article upon closing a case
- B. Assign data categories to a case
- C. Attach only one article to a case
- D. Email articles to a customer

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 38

An administrator at Universal Containers needs a simple way to trigger an alert to the director of

sales when opportunities reach an amount of \$500,000.

What should the administrator configure to meet this requirement?

- A. Set up Big Deal Alerts for the amount.
- B. Opportunity warning in Kanban View.
- C. Key Deals component on the homepage
- D. Enable Opportunity Update Reminders

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 39

The administrator at Cloud Kicks has a Custom picklist field on Lead, Which is missing on the Contact when leads are converted.

Which two items should the administrator do to make sure these values are populated?

Choose 2 answers

- A. Update the picklist value with a validation rule.
- B. Create a custom picklist field on Contact.
- C. Map the picklist field on the Lead to the Contact.
- D. Set the picklist field to be required on the Lead Object.

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 40

Define the Summary Report.

Answer:

Provides a listing of data, plus sorting and subtotalling of data. May be used to support dashboard components.

NEW QUESTION: 41

If your org is configured for data export, you can generate backup files manually how often?

- A. Once every 5 days
- B. Once every 6 days
- C. Everyday
- D. Once every 15 days

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 42

Northern Trail Outfitters has the Case Object set to private. The support manager raised a concern the reps have a boarder view of data than expected and can see all cases on their groups dashboards.

What could be Causing reps to have inappropriate access to data on dashboards?

- A. Dashboard Filters
- B. Dashboard Subscriptions
- C. Public Dashboards.
- D. Dynamic Dashboards

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 43

Custom Summary Formulas are based on hard record values but used to create a temporary formula for custom reporting needs.

- A. False
- B. True

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 44

Which are Activity Attachment Enhancements in Spring 11?

- A. Unlike before, HTML attachments is always available and can no longer be disallowed.

- B.** Existing organizations need to manually add the related list to the activity page layout.
- C.** For new organizations, the Attachments related list is now automatically added to task and event records.
- D.** For existing organizations, the Attachments related list is now automatically added to task and event records.
- E.** Attachments are now searchable for tasks and events.

Answer: B,C,E (LEAVE A REPLY)

NEW QUESTION: 45

The Human resources department at Northern Trail outfitters wants employees to provide feedback about the manager using a custom object in Salesforce. It is important that managers are unable to see the feedback records from their staff.

How should an administrator configure the custom object to meet this requirement?

- A.** Uncheck grant access using Hierarchies.
- B.** Define a criteria-based sharing rules.
- C.** Set the default external access to private.
- D.** Configure an owner-based sharing rules.

Answer: A (LEAVE A REPLY)

Grant access using Hierarchies is a setting that can be used to configure the custom object to meet this requirement. Grant access using Hierarchies determines whether access to records of the custom object is granted through the role hierarchy. If this setting is unchecked, managers are unable to see the feedback records from their staff, unless they are given access by other means, such as sharing rules or manual sharing. Reference:

[https://help.salesforce.com/s/articleView?](https://help.salesforce.com/s/articleView?id=sf.security_sharing_owd_custom_objects.htm&type=5)

[id=sf.security_sharing_owd_custom_objects.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.security_sharing_owd_custom_objects.htm&type=5)

NEW QUESTION: 46

The Director of Sales wants a report that meets the following criteria:

All accounts in NY, MA, PA and NJ Account rating of "Hot" or Annual Rev over \$8M .The report must meet the state criteria but can optionally meet the account rating or the annual revenue.

Which report format would you use to create this custom report?

- A.** Matrix Report.
- B.** The Tabular Report
- C.** The Summary Report

Answer: (SHOW ANSWER)

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NEW QUESTION: 47

Is identity confirmation necessary if a user's IP address is known and browser cookie exists?

- A. False
- B. True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 48

Users can search for Public Tags from the Sidebar and Advanced Search

- A. False
- B. True

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 49

The value in a Custom Field called Salary is 50,000. What would the formula, ISNUMBER (Salary_c), return

- A. 50.000
- B. TRUE
- C. Depends on the Users Locale
- D. FALSE

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 50

Spring '11 includes a managed version of Chatter Desktop for enterprise deployments, and administration controls for controlling access to Chatter Desktop in your organization.

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 51

Which tool should an administrator use to identify and fix potential session vulnerabilities?

- A. Security Health Check
- B. Setup Audit Trail
- C. Organization-Wide Defaults
- D. Field History Tracking

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 52

Who can manually share records?

- A. All of the above
- B. The record owner
- C. The record owner's manager's manager
- D. None of the above
- E. The system administrator
- F. The record owner's manager

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 53

Which three aspects of standard fields should an administrator customize?

Choose 3 answers

- A. Picklist Values
- B. Help Text
- C. Field history tracking
- D. Decimal Places
- E. Field name

Answer: ([SHOW ANSWER](#))

Picklist values, help text, and decimal places are three aspects of standard fields that an administrator can customize to suit their business needs. Picklist values are the options that users can choose from a picklist field; they can be added, edited, or deleted by administrators. Help text is the text that appears when users hover over a field; it can be customized by administrators to provide additional information or guidance for users. Decimal places are the number of digits that appear after the decimal point in a number or currency field; they can be changed by administrators to adjust the precision of the field values. Field history tracking and field name are not aspects of standard fields that can be customized; they are only available for custom fields. Reference: https://help.salesforce.com/s/articleView?id=sf.customize_picklists.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.customize_fields_edit.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.customize_fields_number.htm&type=5

NEW QUESTION: 54

Which of the following are true about the field type "Text Area(Long)" ?

- A. 1) Maximum length of 32,000 chars. 2) Any length from 256 to 32,000 chars. is allowed 3) Line breaks count towards the max length of the field 4) This data type is available for activities or products on opportunities
- B. 1) Maximum length of 3200 chars. 2) Any length from 256 to 32,000 chars. is allowed 3) Line breaks do not count towards the max length of the field 4) This data type is not available for activities or products on opportunities

C. 1) Maximum length of 32,000 chars. 2) Any length from 0 to 32,000 chars. is allowed 3) Line breaks do not count towards the max length of the field 4) This data type is not available for activities or products on opportunities

D. 1) Maximum length of 32,000 chars. 2) Any length from 256 to 32,000 chars. is allowed 3) Line breaks count towards the max length of the field

4) This data type is not available for activities or products on opportunities

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 55

Roll-up summary and formula fields are always read-only on detail pages.

A. True

B. False

Answer: **A** [\(LEAVE A REPLY\)](#)

NEW QUESTION: 56

Northern Trail Outfitters wants to calculate how much revenue has been generated for each of its marketing campaigns.

How should an administrator deliver this information?

A. Perform periodic data job to update campaign records.

B. Create a roll-up summary field on Opportunity to Campaign.

C. Add a Total Value Field on campaign and use a workflow rule to update the value when an opportunity is won.

D. Design a standard Campaign report and add the value Won Opportunities in Campaign field.

Answer: **D** [\(LEAVE A REPLY\)](#)

NEW QUESTION: 57

Deleting a lead from a campaign does not delete the lead itself, but it is no longer a campaign member.

A. True

B. False

Answer: **A** [\(LEAVE A REPLY\)](#)

NEW QUESTION: 58

Custom Fiscal Year works on a define once and use everywhere Rule Select

A. False

B. True

Answer: **B** [\(LEAVE A REPLY\)](#)

NEW QUESTION: 59

Field-level security can be used to make a field required

A. False

B. True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 60

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

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 61

Universal Containers has two sales teams, Sales team A and Sales team B. Each team has their own role in the role hierarchy. Both roles are subordinates of the same Manager role. How Should the administrator share records owned by sales team A with Sales team B?

- A. Hierarchical sharing
- B. Use Manual sharing
- C. Criteria based sharing
- D. Owner based sharing

Answer: B ([LEAVE A REPLY](#))

Manual sharing allows record owners to share individual records with other users or groups. This is useful when one-off sharing is needed for a specific situation. Hierarchical sharing, criteria-based sharing and owner-based sharing are not suitable for this scenario because they are based on predefined rules or roles that do not match the requirement. Reference: https://help.salesforce.com/s/articleView?id=sf.sharing_overview.htm&type=5

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NEW QUESTION: 62

Which two solutions could an administrator find on the AppExchange to enhance their organization?

Choose 2 answers

- A. Components
- B. Communities

C. Consultants

D. Customers

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 63

When are the formula fields Re - Calculated?

A. After every DML Operation

B. Every 15 minutes

C. Admin can set the time of Refresh

D. Every time they are seen

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 64

Sales reps miss key fields when filling out an opportunity record through the process. Reps need to

move forward Win unable to enter previous stage.

Which three options should the administrator use to address this need?

Choose Three answers

A. Enable guided selling.

B. Mark fields required on the page layout.

C. Configure Opportunity Path.

D. Use Flow to mark fields required.

E. Use Validation Rules.

Answer: C,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 65

A company has a custom field "Hours Worked" and the sys admin is tasked to create a validation rule so that field will not accept a negative value

A. NOT(Hours_Worked__C > 0)

B. NOT(Hours_Worked < 0)

C. Hours_Worked != 0

D. Hours_Worked__C < 0

E. Hours_Worked < 0

F. Hours_Worked__C <> 0

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 66

You are limited to _____ new picklist or multi-select picklist values for any field during a single import

A. 10

B. 100

- C. 1000
- D. No limit

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 67

The sales team at Ursa Major Solar has asked the administrator to automate an outbound message.

What should the administrator utilize to satisfy the request?

- A. Flow builder
- B. Process builder
- C. Workflow rule
- D. Task assignment

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 68

Data validation ensures the integrity of data when data is exported in SF

- A. False
- B. True

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 69

DreamHouse Realty regularly processes customer requests for warranty work and would like to offer customers a self-serve option to generate cases.

Which two solutions should an administrator use to meet this request?

Choose 2 answers

- A. Case Queues
- B. Email-to-Case
- C. Case Escalation
- D. Web-to-Case

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 70

Adding & Searching for Records: Which search option allows me to search across multiple fields including notes, descriptions, and comments?

- A. Advanced Search
- B. Sidebar Search
- C. Both

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 71

Universal Containers requires that when an Opportunity is closed won, all other open opportunities on the same account must be marked as closed lost.

Which automation solution should an administrator use to implement this request?

- A. Quick Action
- B. Workflow Rule
- C. Flow Builder
- D. Outbound Message

Answer: ([SHOW ANSWER](#))

Flow Builder allows you to create an automated business process that can update records based on certain criteria. You can use a scheduled flow to run once a week and count the number of open cases related to an account.

NEW QUESTION: 72

Sales reps at Cloud Kicks want to be notified when they have a high likelihood of winning an opportunity over \$1,000,000.

Which feature meets this requirement?

- A. Key Deals
- B. Performance chart.
- C. Activity Timeline.
- D. Big Deal Alerts

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 73

While Scheduling an email reports user specifies all except

- A. Set start and end dates
- B. Link to report
- C. Specify a frequency
- D. Specify a running user

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 74

What statements is False for a workflow task:

- A. The due dates for workflow task is based on number of calendar days, The rule fails to recognize only working business days by default
- B. A single task can be assigned to multiple users
- C. To assign tasks to multiple users, create multiple tasks as outcomes of the rule
- D. Historical tracking is allowed for workflow task

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 75

Universal Containers would like their sales reps to be able to send branded email invitations to customers for business meetings and to collaborate with customers from a branded Website to find a suitable meeting time.

How can an Administrator accomplish this?

- A. Create an external integration with Google calendar using Sites
- B. Add a company logo to meeting requests in Salesforce
- C. Enable Chatter to allow reps to Communicate with customers
- D. Create a custom email template for invitations that displays your compant logo

Answer: B (LEAVE A REPLY)

NEW QUESTION: 76

Identify the correct statement from the given list.

- A. Lookup fields can be used to delete an object
- B. Lookup fields change the record ownership
- C. Lookup fields affect security
- D. Lookup field link two objects

Answer: (SHOW ANSWER)

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NEW QUESTION: 77

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

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 78

The Sales director at Cloud Kicks wants to be able to predict upcoming revenue in the next several fiscal quarters so they can set goals and benchmark how reps are performing.

Which two features should the administrator configure?

Choose 2 answers

- A. Sales Quotes

- B. Opportunity List View
- C. Forecasting
- D. Opportunity Stages

Answer: C,D (LEAVE A REPLY)

Forecasting is a feature that allows you to predict and plan the sales cycle from pipeline to closed sales, and manage sales expectations throughout your organization. Opportunity stages are the steps that an opportunity goes through as it moves from creation to close, and they determine the probability and forecast category of the opportunity. Reference:

https://help.salesforce.com/s/articleView?id=sf.forecasting3_overview.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.customize_opptystages.htm&type=5

NEW QUESTION: 79

Sales Users at Cloud Kicks are requesting that the data in the industry field on the Account object

displays on the Opportunity page layout.

Which type of the field should an administrator create to accomplish this?

- A. Custom Account Field
- B. Standard Account Field.
- C. Master detail relationship Field
- D. Cross Object Formula Field

Answer: D (LEAVE A REPLY)

NEW QUESTION: 80

An administrator installed a managed package that contains a permission set group. The permission set group that was installed includes Delete access on several objects, and the administrator

needs to prevent users in the permission set group from being able to delete records.

What should the administrator do to control Delete access?

- A. Create a new role that prevents Delete permissions from rolling up to the users.
- B. Create a new permission set that has Delete access deselected for the objects.
- C. Use a muting permission set with a permission set group to mute selected permissions.
- D. Edit the profile for the users to remove Delete access from the objects.

Answer: (SHOW ANSWER)

NEW QUESTION: 81

A user with a Chatter Free User profile has access to records in Salesforce such as Accounts and Contacts.

- A. False
- B. True

Answer: (SHOW ANSWER)

NEW QUESTION: 82

Editing Records: Which of these is NOT true? I can edit fields by:

- A. Double clicking within a field to add or edit data
- B. Clicking the "edit" button within a record detail page
- C. Calling Bill and making him edit my fields for me
- D. Selecting multiple records within a list view and editing them all at once

Answer: C (LEAVE A REPLY)

NEW QUESTION: 83

An administrator is building a Lightning app and sees a message that a My Domain must be set up first.

What should the administrator take into consideration when enabling My Domain?

- A. Single sign-on must be disabled prior to implementing My Domain.
- B. The login for all internal and external users changes to the My Domain login
- C. A deployed My Domain is irreversible and renaming is unavailable.
- D. The URL instance for a My Domain stays the same for every release

Answer: B (LEAVE A REPLY)

My Domain is a feature that allows administrators to create a custom domain name for their Salesforce org that replaces their instance URL (such as na35.salesforce.com). My Domain provides benefits such as improved security; enhanced branding; faster navigation; access to Lightning components; etc. However, one of the considerations when enabling My Domain is that it changes how users log in to Salesforce - instead of using their instance URL login (such as login.salesforce.com), they have to use their My Domain login (such as mydomain.my.salesforce.com). This applies to all internal and external users who access Salesforce via web browser or mobile app. Reference:

https://help.salesforce.com/s/articleView?id=sf.domain_name_overview.htm&type=5

NEW QUESTION: 84

The administrator at Clod Kicks updated the custom object Event to include a lookup field to the primary contact for the event. When running an event report, They want to reference fields from the

associated contact record.

What should the administrator do to pull contact fields into the Custom report?

- A. Configure formula fields on event to populate contact information
- B. Edit the custom Event report type and add fields related via lookup.
- C. Create a new report type with event as the primary object and Contact as a related object.
- D. Use a dashboard with filters to show Event and Contact data as requested.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 85

Custom Summary Formulas are:

- A. Formula Fields for Custom Objects
- B. Formula Fields which cannot be deleted
- C. Formula Fields on Record Types
- D. Calculations on summary fields

Answer: D (LEAVE A REPLY)

NEW QUESTION: 86

Specifying a "running user" in dashboard means:

- A. Any user above running user can edit and delete the dashboard
- B. Any user below running user can view only their own records
- C. Any user can view all records that the running user role can view
- D. Only the running user can view the dashboard

Answer: C (LEAVE A REPLY)

NEW QUESTION: 87

Where can a system administrator go if they are trying to determine why a user cannot log in to Salesforce? (Select all that apply)

- A. The user's profile
- B. Call salesforce.com Support
- C. The Login History related list on the user's record
- D. Manage Users | Login History

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 88

When users log in to Salesforce via the user interface, which two settings does the system check for authentication?

Choose 2 answers

- A. The user's Two-Factor Authentication for API Logins permission
- B. The role IP address restrictions
- C. The user's profile login hours restrictions
- D. The user's Two-Factor Authentication for User Interface Logins permission

Answer: (SHOW ANSWER)

When users log in to Salesforce via the user interface, the system checks for authentication based on their profile settings and permissions. One of the settings is login hours, which specify the time range when users can log in to Salesforce based on their profile. Another setting is Two-Factor Authentication for User Interface Logins permission, which requires users to enter a verification code along with their username and password when they log in to Salesforce via the user interface. Reference: https://help.salesforce.com/s/articleView?id=sf.users_profiles_loginhours.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.security_2fa_perm_ui_logins.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.users_profiles_loginhours.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.security_2fa_perm_ui_logins.htm&type=5

NEW QUESTION: 89

When is a custom object created?

- A. When there is a need to add custom tabs
- B. To capture unique data of the business
- C. When there is a need to create a custom field
- D. To enhance the look of the application

Answer: B (LEAVE A REPLY)

NEW QUESTION: 90

Which of the following statements are true concerning email activation? (Select one)

- A. The email activation feature can be disabled by request to Salesforce.com support.
- B. The email activation feature can be disabled through the UI.
- C. The email activation feature requires that the user click an activation link before logging onto a new computer.
- D. The email activation feature cannot be disabled.

Answer: (SHOW ANSWER)

NEW QUESTION: 91

System Administrators have this permission by default.

- A. Report Builder
- B. None of these
- C. Both Report Wizard and Report builder
- D. Report Wizard

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 92

What is the limit on the compiled size of the Formula Field Select the correct choice?

- A. 3k
- B. 1k
- C. 2k
- D. 4k

Answer: D (LEAVE A REPLY)

NEW QUESTION: 93

How does an agent submit an article for publishing? Choose 3 answers:

- A. Publish at-will, with "Manage Articles" profile permission
- B. Submit an article upon closing a case
- C. Promote an Answer for consideration
- D. Publish an article to the solution category
- E. Re-assign an article to the publishing queue

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 94

Which of the following cannot be done by a user to records owned by others when the organization wide default is set to Read / Write to an object?

- A. Change ownership
- B. Add related records
- C. Delete records
- D. Report on records
- E. Edit details on records
- F. Search Records

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 95

Which of the following needs to be specified in order to schedule a report?

- A. The Running User
- B. Email Report
- C. Start Date
- D. Preferred Start Time

Answer: A,B,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 96

When a field is deleted it sits in the recycling bin for 30 days

- A. True
- B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 97

Which statement about custom summary formulas is true?

- A. Custom summary formulas can be used in a report built from a custom report type
- B. Custom summary formulas can reference a formula field within a report
- C. Custom summary formulas can reference another custom summary formula
- D. Reports can be grouped by a custom summary formula result

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 98

How would an Administrator ensure that specific field values are always represented by the same color each time the value is displayed on any dashboard component?

- A. Customize dashboard components
- B. Customize field settings
- C. Customize source reports
- D. Customize dashboard settings

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 99

How many people can you send an invite to at a time using Cloud Scheduler?

- A. You can invite up to 55 people to a meeting.
- B. You can invite up to 20 people to a meeting.
- C. You can invite up to 50 people to a meeting.
- D. You can invite up to 25 people to a meeting.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 100

Which is not true about enhanced list views? (Choose 2)

- A. Multiple records can be edited in list views
- B. Inline editing is possible with list views
- C. Record types can be changed in list views
- D. Dependent picklist can be edited with inline editing in list views

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 101

What are the three report types available when creating custom reports?

Answer:

Tabular,
Summary and Matrix

NEW QUESTION: 102

The administrator at Universal Container has created two objects: Containers_c Purchase_c, Management has requested that all container records display on purchase records in Salesforce.

Which type of relationship between Containers_c and Purchase_c should satisfy the requirement?

- A. Roll-Up Summary field
- B. Formula field

C. Master-detail field

D. Lookup field

Answer: (SHOW ANSWER)

A lookup field is a type of field that allows administrators to create a relationship between two objects by linking records from one object to another object. For example, a lookup field can link an account record to a purchase record by storing the account ID on the purchase record. A lookup field allows users to select an existing record from a pop-up window or create a new record from the same window. Reference: https://help.salesforce.com/s/articleView?id=sf.relationships_lookup.htm&type=5

NEW QUESTION: 103

A record is modified on 1/1/2008. It meets criteria for a time-based workflow rule; this rule schedules an action for 7 days after rule execution. On 1/4/2008 the record is modified and no longer meets workflow rule criteria.

On 1/5/2008 the record is modified and once again meets the initial time-based workflow rule criteria. How many workflow actions will execute and when?

A. 1 on 1/8/2008

B. 2 on 1/8/2008 and 1/12/2008

C. 1 on 1/12/2008

Answer: C (LEAVE A REPLY)

When the record is modified and no longer meets criteria on 1/4 the initial workflow action is dropped from the queue. The workflow action created on 1/5 is scheduled for 7 days after rule execution (which is 1/5), therefore the only rule that would be executed is on 1/12.

NEW QUESTION: 104

Custom Objects are reportable.

A. False

B. True

Answer: (SHOW ANSWER)

NEW QUESTION: 105

Northern Trail Outfitters (NTO) has deployed my domain. The Chief Marketing Officer wants to make sure that all of the Salesforce users log in using the branded login URL. There needs to be a grace period for the user's bookmarks to be updated.

How should the administrator configure the policies in my domain settings?

A. Set the login policy to require login from <https://nto.my.salesforce.com>

B. Set the Redirect policy to Do Not redirect.

C. Set the redirect policy to Redirect with a warning to the same page within the domain.

D. Set the login policy to prevent login from <https://login.salesforce.com>

Answer: C (LEAVE A REPLY)

To make sure that all of the Salesforce users log in using the branded login URL after deploying my domain, and give them a grace period for updating their bookmarks, the administrator should set the Redirect policy to Redirect with a warning to the same page within the domain. This will redirect users who try to log in from <https://login.salesforce.com> or another domain to <https://nto.my.salesforce.com>, and show them a warning message that they need to update their bookmarks. Setting the Login policy or preventing login from <https://login.salesforce.com> will not redirect users or give them a warning. Filtering with Form Factor will not affect login URL. Reference: https://help.salesforce.com/s/articleView?id=sf.domain_mgmt_redirect.htm&type=5

NEW QUESTION: 106

Support agent at Cloud Kicks are spending too much time finding resources to solve cases. The agents need a more efficient way to find documentation and similar cases from the Case page layout.

How should an administrator meet this requirement?

- A. Create a custom object to capture popular case resolutions.
- B. Use an interview flow to capture Case details.
- C. Direct users to Global Search to look for similar cases.
- D. Configure Knowledge with articles and data categories.

Answer: D (LEAVE A REPLY)

Knowledge is a feature that can be used to meet this requirement. Knowledge allows users to create, manage, and share articles that provide information and solutions for common issues or questions. Data categories can be used to organize articles into different topics and make them easier to find and access. Users can view related articles from the Case page layout based on the data category of the case. Reference: https://help.salesforce.com/s/articleView?id=sf.knowledge_overview.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.knowledge_categories.htm&type=5

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NEW QUESTION: 107

Cloud kicks intends to protect with backups by using the data by using the data export Service.

Which two considerations should the administrator remember when Scheduling the export?

Choose 2 Answers.

- A. Metadata Backups are limited a sandbox refresh intervals.
- B. Metadata backups must be run via a separate process.
- C. Data export service should be run from a sandbox.
- D. Data Backups are limited to weekly or monthly intervals.

Answer: (SHOW ANSWER)

NEW QUESTION: 108

In order to Enable Territory Management you should have:

- A. Enable Forecasting
- B. Standard Profile
- C. All of the above
- D. Customizable Forecasting

Answer: D (LEAVE A REPLY)

NEW QUESTION: 109

Cloud kicks want to give credit to Opportunity team members based on the level of effort contributed by each person toward each deal.

What feature should the administrator use to meet this requirement?

- A. Splits
- B. Queues
- C. List Views
- D. Stages

Answer: A (LEAVE A REPLY)

NEW QUESTION: 110

This type of relationship links two objects together, but it has no effect on deletion, record ownership, or security, and the lookup relationship field is not required in the page layout.

- A. Master-Detail-Sub detail Relationship
- B. Lookup Relationship
- C. Master-Detail Relationship

Answer: B (LEAVE A REPLY)

NEW QUESTION: 111

What will happen to the Chatter post in this situation?

- A. The pending Chatter post will be canceled.
- B. The pending Chatter post will be will be paused.
- C. The pending Chatter post will be sent in 30 days.
- D. The pending Chatter post will be sent on the 10th of the month

Answer: C (LEAVE A REPLY)

NEW QUESTION: 112

Standard Fields are?

Answer:

Created by SF
and comes in Org. Field
properties not editable.

NEW QUESTION: 113

The Data Loader can de-duplicate records during import.

- A. True
- B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 114

Assets are related to which of the following sets of objects?

- A. Opportunities, Products, Cases, Accounts, and Contacts
- B. Opportunities, Cases, and Accounts
- C. Cases, Contracts, Accounts, and Contacts
- D. Products, Cases, Accounts, and Contacts
- E. Opportunity Line Items, Cases, Accounts, and Contacts

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 115

The Cloud Kicks sales manager wants to boost productivity by providing insights at the start of each day.

Which three sales-specific standard Lightning components should administrator add to the homepage to meet this requirement?

Choose 3 Answers.

- A. Path
- B. Performance chart.
- C. Key Deals
- D. Assistant
- E. Activities

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 116

Northern Trail Outfitters has hired interns to enter Leads into Salesforce and has requested a way to identify these new records from existing Leads.

What approach should an administrator take to meet this requirement?

- A. Create a separate Lead Lightning App.
- B. Define a record type and assign it to the interns.

- C. Set up Web-to-Lead for the interns' use.
- D. Update the active Lead Assignment Rules.

Answer: (SHOW ANSWER)

To identify new leads entered by interns from existing leads, the administrator should define a record type and assign it to the interns. This will allow them to select a different record type when creating leads, and distinguish them from other leads based on record type. Creating a separate Lead Lightning App or updating the active Lead Assignment Rules will not affect lead identification. Setting up Web-to-Lead form will not work if the interns are entering leads manually in Salesforce. Reference: https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

NEW QUESTION: 117

Is it possible to have Sidebar search enabled with Global Search?

- A. No
- B. Yes

Answer: (SHOW ANSWER)

NEW QUESTION: 118

Cloud Kicks has a custom object named shoe. The administrator has been asked to ensure that when a relationship is created between Account and shoe to prevent orphaned shoe records.

What should the administrator do to complete this requirement?

- A. Create an indirect lookup
- B. Create an encrypted lookup
- C. Create a hierarchical lookup
- D. Create a master-detail lookup.

Answer: D (LEAVE A REPLY)

Master-detail lookup is a type of relationship field that can be used to create a relationship between Account and Shoe and prevent orphaned Shoe records. Master-detail lookup establishes a parent-child relationship between two objects, where the parent record controls certain behaviors of the child record, such as security, ownership, and deletion. If the parent record is deleted, all the child records are deleted as well. Reference:

https://help.salesforce.com/s/articleView?id=sf.relationships_considerations.htm&type=5

NEW QUESTION: 119

Sales and Customer Care at Ursa Major Solar need to see different fields on the Case related list

from the Account record. Sales users want to see Case created date and status while Customer Care

would like to see owner, status, and contact.

What should the administrator use to achieve this?

- A. Search Layout Editor
- B. Related Lookup Filters
- C. Page Layout editor
- D. Compact Layout Editor

Answer: C (LEAVE A REPLY)

NEW QUESTION: 120

All of the following may be used when updating a record using the AppExchange Data Loader EXCEPT:

- A. External Id
- B. Record Id
- C. Record Number
- D. Parent External Id

Answer: C (LEAVE A REPLY)

NEW QUESTION: 121

Northern Trail Outfitters wants emails received from customers to generate cases automatically.

How should the administrator ensure that the emails are sent to the correct queue?

- A. Utilize a flow to identify the correct queue and assign the case.
- B. Configure Email-to-Case so emails are delivered to the correct queue
- C. Use a custom email services to set the owner of the case upon creation.
- D. Create an Escalation Rules to send cases to the correct queue.

Answer: B (LEAVE A REPLY)

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NEW QUESTION: 122

AW computing has a discount workflow that requires approval from the Sales director when the discount is over 15% and from the VP of Global sales if the discount is over 30%. The sales rep has created a discount for 10% on a new opportunity. What happens when the sales Rep submits the request for approval?

- A. Request will be sent to Sales director and VP of Global Sales for Approval
- B. Request will be sent to VP of Global Sales for approval

- C. Discount will be automatically approved
- D. Request will be sent to the Sales director for approval

Answer: C (LEAVE A REPLY)

NEW QUESTION: 123

Which of the following are true about List Views?

- A. Export List View data to Excel
- B. All of the above
- C. Print list views.
- D. Specify which groups of users have access to the list view.
- E. Save list views for future use.
- F. Follow records and view related Chatter posts.

Answer: C,D,E,F (LEAVE A REPLY)

NEW QUESTION: 124

The number of formulas in a Custom summary formula is limited to:

- A. 5000
- B. 3900
- C. 4000
- D. 3000

Answer: B (LEAVE A REPLY)

NEW QUESTION: 125

DreamHouse Realty regularly processes customer requests for warranty work and would like to offer customers a self-serve option to generate cases.

Which two solutions should an administrator use to meet this request?

Choose 2 answers

- A. Web-to-Case
- B. Case Escalation
- C. Case Queues
- D. Email-to-Case

Answer: A,D (LEAVE A REPLY)

Web-to-Case and Email-to-Case are two solutions that allow customers to create cases from a web form or an email. Web-to-Case generates HTML code for a web form that you can place on your website. Email-to-Case converts incoming emails into cases.

NEW QUESTION: 126

A sales rep at Ursa Major Solar has launched a series of networking events. They are hosting one event per month and want to be able to report on campaign ROI by month and series.

How should the administrator set up the Campaign to simplify reporting?

- A. Use Campaign Hierarchy where the monthly events roll up to a parent Campaign

- B. Create individual Campaigns that all have the same name.
- C. Configure campaign Member Statuses to record which event members attended.
- D. Add different record types for the monthly event types.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 127

A custom lookup field can be added to create a relationship between a standard object and which of the following objects?

- A. Custom Objects, Contract and Campaigns
- B. Users and Custom Objects
- C. Users, Custom Objects and Campaigns
- D. Leads, Accounts, Contacts and Custom Objects

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 128

Users at Universal Containers would like to visually see the sales stages on an Opportunity page. The administrator is configuring path for Opportunities.

Which is an important consideration for path configuration?

- A. Kanban views for Path must be configured manually.
- B. Celebrations are unable to be added to a path.
- C. Path can include guidance and key fields for each stage.
- D. The Owner field can be edited in the key fields Panel.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 129

Using the following hierarchy, if a sharing rule exists granting Operations Person Read/Write access to Sales Management on the Account Object, what access does Operations Management have to Sales Management's accounts?

Default access for the

Account object is Public Read Only.

Executive Management

Sales Management

Sales Person

Operations Management

Operations Person

- A. None
- B. Read Only
- C. Read/Write
- D. Read/Write/Transfer

Answer: ([SHOW ANSWER](#))

Read/Write is granted through role hierarchy permissions from the sharing rule. If the sharing rule referenced a sharing group then the Grant Access Using Hierarchies would not apply. This could also be true for a custom object; all standard objects require Grant Access Using Hierarchies.

NEW QUESTION: 130

Which of the following are setting options for the User Interface?

- A. Show customer Sidebar Components on All Pages
- B. Enable Drag-and-drop scheduling on List Views
- C. Show Quick Create
- D. Transfer all Open Opportunities
- E. Enable Collapsible Sections

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 131

Northern Trail Outfitters (NTO) has deployed my domain. The Chief Marketing Officer wants to make sure that all of the Salesforce users log in using the branded login URL. There needs to be a grace period for the user's bookmarks to be updated.

How should the administrator configure the policies in my domain settings?

- A. Set the login policy to prevent login from https://login.salesforce.com
- B. Set the Redirect policy to Do Not redirect.
- C. Set the redirect policy to Redirect with a warning to the same page within the domain.
- D. Set the login policy to require login from https://nto.my.salesforce.com

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 132

Which of the following components inherits the record type and profile associations, related lists, fields, and field access settings from its associated page layout?

- A. Console layout
- B. Related Objects
- C. Detail View
- D. Mini Page Layout

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 133

Case Assignment Rules are based on elapsed time

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 134

The Documents tab does NOT contain version control capabilities

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 135

A Standard Fiscal Year can start on May 1st.

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 136

An administrator at Cloud Kicks has a flow in production that is supposed to create new records.

However, no new records are being created.

What could the issue be?

- A. The flow is read only.
- B. The flow is inactive.
- C. The flow URL is deactivated.
- D. The flow trigger is missing.

Answer: ([SHOW ANSWER](#))

A flow can be active or inactive depending on whether you want it to run or not. An inactive flow cannot be run by users or processes until you activate it. If a flow in production is supposed to create new records but it is not doing so, it could be because the flow is inactive and needs to be activated. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_distribute_activate.htm&type=5

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NEW QUESTION: 137

Cloud Kicks wants to update a screen flow so that if the checkbox field High Value Customer is set to true, the first screen is skipped and the user is directed to the second screen.

How should the administrator configure the decision element?

- A. Use the equals operator and "High Value Customer" as the value.

- B. Use the contains operator and `{!$GlobalConstant.False}` as the value.
- C. Use the equals operator and `{!$GlobalConstant.True}` as the value.
- D. Use the contains operator and "High Value Customer" as the value

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 138

What can stop a scheduled report-dashboard run?

- A. There is another report to be run 15 mins before that
- B. The report is saved in a folder you do not have access to
- C. The report is scheduled for every week
- D. The running user does not have access to the dashboard folder

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 139

When you delete a Contact, it's associated Campaign Member record is deleted as well.

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 140

You can map a custom lead field to a Case

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 141

Which of the following are enhancements included in the Spring 11 release?

- A. The old report wizard is totally phased out.
- B. All profiles get access to the report builder by default.
- C. Chatter feed posts now has a "like" option.
- D. Group and Professional Edition organizations can use report builder.
- E. You get scatter charts, a new chart type for reports.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 142

An administrator wants to create a form in Salesforce for users to fill out when they lose a client.

Which automation tool supports creating a wizard to accomplish this goal?

- A. Outbound Message
- B. Flow Builder
- C. Approval Process

D. Process Builder

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 143

Northern Trail Outfitters wants to calculate how much revenue has been generated for each of its

marketing campaigns.

How should an administrator deliver this information?

- A. Perform periodic data job to update campaign records.
- B. Design a standard Campaign report and add the value Won Opportunities in Campaign field.
- C. Create a roll-up summary field on Opportunity to Campaign.
- D. Add a Total Value Field on campaign and use a workflow rule to update the value when an opportunity is won.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 144

Workflow rules on custom objects are automatically deleted if the custom object is deleted.

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 145

Which statement is TRUE regarding Dynamic Dashboard:

- A. They are automatically created when you create a Custom Object
- B. They perform calculations that standard dashboards cannot
- C. They display the source report as you hover over a dashboard component
- D. They show data from the perspective of the logged-in user.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 146

How are Folders used?

Answer:

To organize
reports, dashboards,
communication
templates and
documents

NEW QUESTION: 147

Cloud Kicks need to be able to show different picklist values for sales and marketing users. Which two options will meet this requirement?

Choose 2 answers

- A. One page layout, two record types, one picklist
- B. Two page layouts, one record type, two picklists
- C. Two permission sets, one record type, one picklist
- D. One record type, two profiles, one picklist

Answer: A,D (LEAVE A REPLY)

To show different picklist values for sales and marketing users, you can either use record types or profiles. Record types allow you to have different picklist values for different page layouts assigned to different profiles. Profiles allow you to restrict picklist values based on user permissions.

NEW QUESTION: 148

The administrator at AW Computing wants to send off client welcome tasks and a welcome email to the primary contact automatically when an Opportunity is Closed won.

What automation tool best accomplishes this?

- A. Approval Process
- B. Process Builder
- C. Outbound Message
- D. Validation Rule

Answer: B (LEAVE A REPLY)

NEW QUESTION: 149

Records in the recycle bin do NOT count against your organization's storage limits

- A. False
- B. True

Answer: B (LEAVE A REPLY)

NEW QUESTION: 150

How are Cases assigned?

Answer:

Assignment
Rule

NEW QUESTION: 151

The system automatically maps standard lead fields to standard account, contact, and opportunity fields

- A. True
- B. False

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 152

Custom Summary Formulas can run calculations on report calculations.

- A. True
- B. False

Answer: B (LEAVE A REPLY)

Custom summary formulas support calculations on custom formula fields

Apply calculations only to summary rows can be used to calculate the summaries on numerical fields of summary and matrix reports

3900 chars per formula 5 per report Applies calc to only summary rows

Custom formula fields are

Read only on record detail pages

Not visible on edit pages

Are supported on std and custom objects

Do not update last modified field

Can reference custom/std / other formula fields

Cannot reference themselves

Cannot be deleted if they are referred in formulas

Not searchable via sidebar / advanced search

Not included in data export

Not available for lead conversion

Not available in Offline edition / connect for outlook

Are automatically calculated

Cross object formula up to 5 levels

NEW QUESTION: 153

Cloud Kicks has a Customer success agent going on leave and needs to change ownership on multiple cases.

Which two users are able to fulfill this request?

Choose 2 answers

- A. A user with Read Permission on account.
- B. A user with the System Administrator profile.
- C. A user with manager role above the agent.

D. A user with the Manage Cases Permission

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 154

For custom object records to appear in search results associated tab only needs to exist; the tab does not have to be visible to users.

A. False

B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 155

To track revenue gain or loss based on currency fluctuations, you must implement

A. Territory Management

B. Multi-Currency

C. Advanced Currency Management

D. Sandbox

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 156

At cloud kicks sales reps use discounts on the opportunity record to help win sales on products. When an opportunity is won, they then have to manually apply the discount up the related

opportunity products. The sales manager has asked if there is a way to automate this time consuming task.

What should the administrator use to deliver this requirement?

A. Formula field

B. Flow Builder

C. Approval Process

D. Prebuild Macro.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 157

A _____ defines a collection of settings and permissions that determines what users can see in the user interface, and what they can do.

A. Profile

B. Role

C. Company Profile

D. Chatter feed

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 158

Documents count toward Data Storage.

- A. False
- B. True

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 159

Universal Containers wants to provide reseller partners with discounted prices on the products they purchase.

How should an administrator configure this requirement?

- A. Add a Partner_Discount_c field to the Opportunity
- B. Build separate reseller partner products.
- C. Use a different Opportunity record type.
- D. Create a separate PriceBook for reseller partners.

Answer: ([SHOW ANSWER](#))

A PriceBook is a feature that allows administrators to define different prices for the same products based on different criteria such as customer segment, region, channel, etc. For example, a PriceBook can provide reseller partners with discounted prices on the products they purchase compared to regular customers. A PriceBook consists of one or more PriceBook entries that specify the product ID, pricebook ID, list price, currency, and active status for each product-pricebook combination. Reference: https://help.salesforce.com/s/articleView?id=sf.pricebook_overview.htm&type=5

NEW QUESTION: 160

When a Lead is converted, an Account, Contact and _____ record are created.

- A. Opportunity
- B. Lead
- C. Case
- D. Campaign

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 161

A Profile is a collection of settings and permissions that determine what the user can do with records they have access to and how they view those records.

- A. False
- B. True

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 162

The Client services and customer support teams share the same profile but have different

permission sets. The Custom Object Retention related list needs to be restricted to the client services team

on the Lightning record page layout.

What should the administrator use to fulfil this request?

- A. Page Layout Assignment
- B. Component Visibility
- C. Record Type Assignment
- D. Sharing settings

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 163

Reports show only the information you can access where as Dashboards show information which you even cannot access.

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 164

Sales and Customer Care at Ursa Major Solar need to see different fields on the Case related list from the Account record. Sales users want to see Case created date and status while Customer Care would like to see owner, status, and contact.

What should the administrator use to achieve this?

- A. Related Lookup Filters
- B. Compact Layout Editor
- C. Page Layout editor
- D. Search Layout Editor

Answer: ([SHOW ANSWER](#))

Page layout editor is a tool that allows you to customize the layout and organization of detail and edit pages for a specific object and record type combination. You can also use page layout editor to customize related lists on detail pages by adding or removing fields, changing column order, sorting records, etc. To meet the requirement of showing different fields on the Case related list from the Account record for Sales and Customer Care users, you need to use page layout editor to modify the related list properties for each page layout assigned to those users.

Reference: [https://help.salesforce.com/s/articleView?](https://help.salesforce.com/s/articleView?id=sf.customize_layoutrelatedlists.htm&type=5)

[id=sf.customize_layoutrelatedlists.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.customize_layoutrelatedlists.htm&type=5)

NEW QUESTION: 165

Universal Containers has enabled Data Protection and Privacy for its org.

Which page layouts will have the Individual field available for tracking data privacy information?

- A. Case and Opportunity
- B. Individual, User, and Account

C. Contact, Lead, and Person Account

D. Account and User

Answer: D (LEAVE A REPLY)

NEW QUESTION: 166

Only users with "Create and Customize" permission can access the Report?

A. True

B. False

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 167

Users have noticed that when they click on a report in a dashboard to view the report details, the

values in the report are different from the values displayed on the dashboard.

What are the two reasons this is likely to occur?

Choose 2 answers

A. The current user does not have access to the report folder.

B. The dashboard needs to be refreshed.

C. The report needs to be refreshed.

D. The running dashboard user and viewer have different permissions.

Answer: (SHOW ANSWER)

NEW QUESTION: 168

The Sales manager at DreamHouse Realty wants the sales users to have a quick way to view and edit the Opportunities in their pipeline expected to close in the next 90 days.

What should an administrator do to accomplish this request?

A. Create a custom report and schedule the sales users to receive it each day as a reminder to update their opportunities.

B. Create a list view on the Opportunity object and recommend users switch the view to Kanban to edit by drag and drop.

C. Make a new Sales dashboard and add a component that shows all opportunities that meet the criteria.

D. Enable Sales Console and show users how to open a tab for each opportunity in the pipeline that meets the requirements.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 169

You can create a Lookup Relationship to link an object with itself.

- A.** True
- B.** False

Answer: **A** ([LEAVE A REPLY](#))

NEW QUESTION: 170

Ursa Major classifies its accounts as Silver, Gold, or Platinum Level. When a new case is created for a Silver or Gold partner, it should go to the Regular Support Queue. When an account is Platinum Level, it should automatically go to the Priority Support Queue.

What should the administrator use to achieve this?

- A.** Escalation Rules
- B.** Workflow Rules
- C.** Assignment Rules
- D.** Case Rules

Answer: **C** ([LEAVE A REPLY](#))

NEW QUESTION: 171

How many Editions are there in Salesforce.com

- A.** 3
- B.** 5
- C.** 4
- D.** 2

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 172

What happens if a WF task is assigned to a role containing more than one person?

Answer:

The owner of the record that triggered the rule becomes the task assignee.

NEW QUESTION: 173

The administrator at AW Consulting has created a custom picklist field. Business users have requested that it be a text field. The administrator attempts to change the field type but, is unable to because it is referenced by other functionalities.

Which functionality is preventing the field type from being changed?

- A. Formula fields
- B. Record types
- C. Visualforce
- D. Javascript

Answer: A (LEAVE A REPLY)

Formula fields are types of fields that calculate a value based on an expression or formula that references other fields or constants. Formula fields prevent administrators from changing their field type once they are created because they may be referenced by other functionalities such as reports, validation rules, workflow rules, etc., that depend on their data type and value. If a formula field is referenced by other functionalities, then changing its field type may cause errors or unexpected results. Reference: https://help.salesforce.com/s/articleView?id=sf.fields_about_formulas.htm&type=5

NEW QUESTION: 174

You can map a single column from the CSV file to multiple fields in Salesforce SFA.

- A. True
- B. False

Answer: (SHOW ANSWER)

NEW QUESTION: 175

When transferring leads to a queue open activities are also transferred?

- A. False
- B. True

Answer: A (LEAVE A REPLY)

NEW QUESTION: 176

A user at Universal Containers left the company. The administrator needs to create new user for their replacement, but they have assigned all available users licenses.

What should the administrator do to free up users licenses for the new users?

- A. Delete former employees user record.
- B. Freeze former employees user record.
- C. Deactivate the former employees user record.
- D. Change the formers users record to the new user.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 177

Ursa Major Solar uses two different page layouts for Account records. One page layout reflects the fields related to customer accounts and another page layout includes fields for partner accounts. The administrator has assigned the customer account page layout to sales and support users and the partner account layout to the partner management team.

What should the administrator configure to meet this requirement?

- A. Create one record type for customer accounts and one record type for partner accounts.
- B. Grant create, read, edit and delete access to customer accounts on the partner team profile.
- C. Add members of the partner management team to the default Account team for the customer accounts.
- D. Use a public group and a criteria-based sharing rule to share customer accounts with the partner team.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 178

When are Formula Fields recalculated?

- A. Every 15 Minutes
- B. Calculated automatically
- C. After Edits / Save
- D. Nightly

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 179

The administrator at AW Consulting has created a custom picklist field. Business users have requested that it be a text field. The administrator attempts to change the field type but, is unable to because it is referenced by other functionalities.

Which functionality is preventing the field type from being changed?

- A. Visualforce
- B. Formula fields
- C. Javascript
- D. Record types

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 180

Which permission allows a user to create a new solution?

- A. Read
- B. Edit
- C. Delete
- D. Create

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 181

Cloud kicks has the organization-wide sharing default set to private on the shoe object. The sales manager should be able to view a report containing shoe records for all of the sales reps on their team.

Which 3 items should the administrator configure to provide appropriate access to the report?

Choose 3 answers

- A. Custom report type.
- B. Folder access
- C. Report subscription
- D. Field level security

Answer: A,B,D (LEAVE A REPLY)

To provide appropriate access to a report that contains shoe records for all of the sales reps on their team, the administrator should configure three items:

A custom report type that includes the shoe object and its fields

A folder access that grants access to the sales manager and their team members to view and run reports in that folder A field level security that allows the sales manager and their team members to see all the fields on the shoe object Report subscription, while useful for scheduling and delivering reports, does not affect access to the report itself. Reference:

https://help.salesforce.com/s/articleView?id=sf.reports_builder_create_report_type.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.reports_manage_folders.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.admin_fls.htm&type=5

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NEW QUESTION: 182

Which three items are available in the mobile navigation menu?

Choose 3 answers

- A. Lightning App Pages
- B. Lightning Home Page
- C. Chatter
- D. Utility Bar
- E. Dashboards

Answer: A,C,E (LEAVE A REPLY)

Lightning app pages, Chatter, and dashboards are three items that are available in the mobile navigation menu. The mobile navigation menu allows users to access different items in the

Salesforce mobile app, such as objects, apps, or utilities. Users can customize their mobile navigation menu by adding or removing items and changing their order. Reference: https://help.salesforce.com/s/articleView?id=sf.app_nav_setup.htm&type=5

NEW QUESTION: 183

Which of the following is not a Roll Up summary field operation?

- A. COUNT
- B. SUM
- C. MAX
- D. MIN
- E. Average

Answer: (SHOW ANSWER)

NEW QUESTION: 184

The events manager at dream house realty has a hot lead from a successful open house that needs to become a contact with an associated opportunity.

How should this be accomplished from the campaign keeping the associated campaign member history?

- A. Clone the lead and convert the cloned record to a contact.
- B. Delete the lead and create a new contact and opportunity.
- C. Convert the lead from the campaign member detail page.
- D. Add a contact from a campaign member detail page.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 185

Cloud Kicks want its reports to show a Fiscal Year that starts on February 1 and has 12 months.

How Should the Administrator Address this requirement?

- A. Set the Fiscal Year to Standard and the duration to 12 months.
- B. Set the Fiscal Year to Standard and the starting month as February.
- C. Set the Fiscal Year to Custom and the starting month as February.
- D. Set the Fiscal Year to Custom and the duration to 4 quarters.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 186

Which of the following fields CAN NOT be a controlling field for Dependent Picklists?

- A. Custom Checkbox
- B. Custom Picklist
- C. Standard Checkbox
- D. Custom Multi-Select Picklist
- E. Standard Picklist

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 187

How many app exchange apps can you install in PE?

- A. 10
- B. 20
- C. 15
- D. 5

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 188

Which takes precedence: User's language setting or Company profile default language?

Answer:

User's
language setting.

NEW QUESTION: 189

Cloud Kicks is working on a better way to track its product shipments utilizing Salesforce.

Which field type should an administrator use to capture coordinates?

- A. Custom address
- B. Geofence
- C. External lookup
- D. Geolocation

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 190

Recent item and Lookup Hovers use the Record Mini Page.

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 191

If you delete a report and change your mind, you can retrieve it from the recycle bin.

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 192

Can an end user import Members into a Campaign?

- A. False
- B. True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 193

When a cloud kicks Opportunity closes, the company would like to automatically create a renewal opportunity.

Which two automation tools should an administrator use to accomplish this request?

Choose 2 answers

- A. WorkFlow Rule
- B. Flow Builder
- C. Process Builder
- D. Approval Process

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 194

What does a Profile Control?

- A. Hours of IP Address
- B. Data Visibility
- C. Access to Application
- D. Record Type Access
- E. Permissions

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 195

The administrator at Cloud Kicks writes an assignment rule to send all cases created via email or the web to the Automated Cases Queue Any manually created cases should be owned by the agent creating them, however, the manually created cases now show the administrator as the owner.

What will the administrator find when troubleshooting this issue?

- A. Another assignment rule is giving ownership to the administrator
- B. The Owner field is missing on the webform and email template.
- C. The Assignment Rule checkbox is selected by default.
- D. An escalation rule is changing the case owner on case creation

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 196

Recent Item and Look up Hover Views use the:

- A. List Views
- B. Related Lists
- C. Sidebar
- D. Edit Page

Answer: C (LEAVE A REPLY)

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NEW QUESTION: 197

Which email address option is available to override the From Email Address in a Workflow Email Alert?

- A. An Organization -wide email address
- B. A manual entered email address
- C. An active Administrator's email address
- D. An active user's email address

Answer: A (LEAVE A REPLY)

NEW QUESTION: 198

Which is a consideration when creating a drill-to-detail dashboard component?

- A. The source report must be grouped by record name, record owner, or feed post.
- B. The source report must be stored in the drill-to-detail folder.
- C. The dashboard component type must be a gauge.
- D. Drill-to-detail must be enabled on the custom report type.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 199

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

Choose 3 answers

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

Answer: (SHOW ANSWER)

NEW QUESTION: 200

What can be reviewed using the process visualizer?

- A. Workflow Rules

- B. Approval Processes
- C. Sales Processes
- D. Support Processes

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 201

An administrator at Dreamhouse Reality needs to Create Customized pages for the salesforce mobile app.

Which two types of pages could an administrator build and customize using the Lightning App Builder?

Choose 2 Answers

- A. Record Page
- B. App page
- C. Dashboard page
- D. User Page

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 202

Users at Cloud Kicks want to be able to create a task that will repeat every two weeks.

What should an administrator do to meet the requirement?

- A. Enable Creation of Recurring Tasks.
- B. Flow to create recurring tasks.
- C. Workflow rule to create recurring tasks.
- D. Turn on Recurring Activities.

Answer: A ([LEAVE A REPLY](#))

Recurring tasks are tasks that repeat at regular intervals, such as daily, weekly, monthly, etc. They can be created by users who have the permission to create recurring tasks, which can be enabled by administrators in the user profile settings. Flow, workflow rule, and recurring activities are not valid options for creating recurring tasks in Salesforce. Reference:

https://help.salesforce.com/s/articleView?id=sf.tasks_recurring.htm&type=5

NEW QUESTION: 203

What are two considerations an administrator should keep in mind when working with Salesforce objects?

Choose 2 answers

- A. Only standard objects support master-detail relationships.
- B. Standard objects are included with Salesforce.
- C. Custom and standard objects have standard fields.
- D. A new standard object can be created.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 204

Universal Containers administrator has been asked to create a many-to-many relationship between two existing custom objects.

Which two steps should the administrator take when enabling the many-to-many relationship?

Choose 2 answers

- A. Create a junction with a custom object.
- B. Create two master detail relationships on the new object.
- C. Create two lookup relationships on the new object.
- D. Create URL fields on a custom object.

Answer: A,B (LEAVE A REPLY)

To create a many-to-many relationship between two existing custom objects, the administrator needs to create a junction object that has two master-detail relationships, one to each of the custom objects. This will allow each record of one object to be linked to multiple records from another object and vice versa. Reference: https://help.salesforce.com/s/articleView?id=sf.relationships_manytomany.htm&type=5

NEW QUESTION: 205

What are true for the data loader?

- A. It can load all objects, including custom objects
- B. It cannot load custom objects
- C. It comes installed with salesforce.com application
- D. It deduplicates and inserts records
- E. It generates an error report after the loading

Answer: A,E (LEAVE A REPLY)

NEW QUESTION: 206

Cloud Kicks has a custom object named shoe. The administrator has been asked to ensure that when

a relationship is created between Account and shoe to prevent orphaned shoe records.

What should the administrator do to complete this requirement?

- A. Create an encrypted lookup
- B. Create a hierarchical lookup
- C. Create an indirect lookup
- D. Create a master-detail lookup.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 207

You can then associate each business process with one / more record types and make it available to users based on their:

- A. Role
- B. Licence Type

- C. OWD
- D. Profile
- E. Salesforce Edition

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 208

Cloud kicks needs to ensure appropriate shipping details are used in orders. Reps should have a streamlined solutions to update the shipping address on selected orders associated with an account when the shipping address is changed on the account.

How should the administrator deliver this requirement?

- A. A screen flow on the account page that lets the reps choose the updated account shipping address in all open associated orders
- B. A screen flow on the order page that lets the reps choose the updated account shipping address in all open associated orders
- C. An autolaunched flow on the account page that updates all open orders shipping addresses whenever the account shipping addresses changes.
- D. An autolaunched flow on the order page that updates all open orders shipping addresses whenever the account shipping addresses changes.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 209

If Custom Fiscal Years are enabled then you cannot use Standard Forecasting?

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 210

How many fields (columns) can be displayed on a Customizable Related List?

- A. 100
- B. 10
- C. 50
- D. 25

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 211

AW Computing (AWC) occasionally works with independent contractors, who the company stores as Contacts in Salesforce. Contractors often change agencies, and AWC wants to maintain the historical accuracy of the record.

What should AWC use to track Contacts?

- A. Create a new Contact record for each agency.
- B. Create a Junction object to track many-to-many relationship.

- C. Use a partner community to track the Contacts.
- D. Enable Contacts to multiple Accounts.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 212

What data loss considerations should an administrator keep in mind when changing a custom field type from Text to Picklist?

Choose 2 answers

- A. Auto updates will be made to Visualforce references to prevent data loss.
- B. Any list view based on the custom field is deleted.
- C. Assignment and escalation rules may be affected.
- D. There will be no data loss with use of a global value set.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 213

An analytics user at Cloud Kicks needs Read, Create, and Edit access for objects and Should be restricted from deleting any records.

What should the administrator do to meet this requirement?

- A. Assign the standard System Administrator profile to the analytical user.
- B. Give the user View all access and assign them to the highest role in the role hierarchy.
- C. Create and assign a custom profile with Delete access removed for each object.
- D. Create and assign a permission set that includes Read, Create, and Edit access

Answer: **C** ([LEAVE A REPLY](#))

A custom profile is a profile that can be created and customized by administrators to define what users can see and do in Salesforce based on their job function or role. It can be used by Cloud Kicks to give read, create, and edit access for objects and restrict users from deleting any records by creating and assigning a custom profile with delete access removed for each object in the object settings. Assigning the standard system administrator profile to analytical user, giving user view all access and assigning them to highest role in role hierarchy, or creating and assigning permission set that includes read, create, and edit access are not solutions for giving read, create, and edit access for objects and restricting users from deleting

any records; they either give too much access or do not remove delete access. Reference:
https://help.salesforce.com/s/articleView?id=sf.users_profiles.htm&type=5

NEW QUESTION: 214

A Record Owner has the following privileges:

- A. Import Opportunity Capabilities
- B. View and Edit Capabilities
- C. Transfer Capabilities
- D. Import Leads Capabilities
- E. Deletion Capabilities

Answer: B,C,E (LEAVE A REPLY)

NEW QUESTION: 215

Sales reps at Northern Trail Outfitters have asked for a way to change the Probability field value of their Opportunities.

What should an administrator suggest to meet this request?

- A. Define a new Stage picklist value.
- B. Create a custom field on Opportunity.
- C. Configure Forecasting support.
- D. Make the field editable on page layouts

Answer: D (LEAVE A REPLY)

Probability is a standard percentage field on the Opportunity object that indicates how likely an opportunity will close successfully. It is automatically calculated based on the opportunity stage unless you make it editable on page layouts. To allow sales reps to change the probability field value of their opportunities, you need to make the field editable on page layouts. Reference:

https://help.salesforce.com/s/articleView?id=sf.opportunity_fields.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.customize_layoutedit.htm&type=5

NEW QUESTION: 216

Which of the following statements is true about computer activation?

- A. It is required to identify regular SF users.
- B. It is required for all IP addresses and browsers.
- C. It is required to access SF online.
- D. It is required to activate additional IP addresses for accessing SF.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 217

What are the Start of Day and End of Day fields used for on the User Object?

- A. Sets an Out-Of-Office Message
- B. Used to define the times that display in the user's calendar
- C. Restricts log in access to those times

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 218

The marketing team wants a new picklist value added to the Campaign Member Status field for the upsell promotional campaign.

Which two solutions should the administrator use to modify the picklist field values?

Choose 2 answers

- A. Mass modify the Campaign Member Statuses related list.
- B. Modify the picklist value on the Campaign Member Statuses related list
- C. Add the Campaign Member Statuses related list to the Page Layout.
- D. Edit the picklist values for the Campaign Status in object Manager.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 219

Picklist dependency rules are not enforced during Import

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

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