A. List Views
B. Reports
C. Search
D. None of the above, the user cannot see the field at all
Correct Answer: D

QUESTION 118
Is it possible to relate a person account to a contact on a business account.

A. True
B. False

Correct Answer: B

QUESTION 119
How is the expected revenue calculated in the opportunity?

A. Amount multiplied by the total price of all opportunity line items
B. The sales price on any line item times the probability of the opportunity
C. Opportunity Amount multiplied by the probability
D. Amount multiplied by the discount percent

Correct Answer: C

QUESTION 120
A custom lookup field can be added to create a relationship between a standard object and which of the following objects?

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

Correct Answer: A

QUESTION 121
Assume the Organization Wide default sharing is set to private for all objects and no sharing rules have been created. You have two users in the Sales Rep Role, can they view each other's data?

A. Yes
B. No

Correct Answer: B

QUESTION 122
Based solely on the role hierarchy a manager can do all of the following EXCEPT:

A. View, edit, delete, and transfer his/her and his/her subordinates records
B. Extend sharing on both his/her and his/her subordinate's records

C. View all folders his/her Subordinate has access to, i.e., Reports, Documents, and Email Templates
D. View records his subordinate does not own but can view
Correct Answer: C

QUESTION 123
When you delete a parent record, you will also delete the child record if that child record has a lookup relationship to the deleted record:

A. True
B. False

Correct Answer: B

QUESTION 124
Which action must be taken to view contacts associated with a case in the console?

A. The related lists of the case page layout must be modified
B. The custom links of the case page layout must be modified
C. The related object of the case page layout must be modified
D. The mini page layout of the case page layout must be modified

Correct Answer: D

QUESTION 125
All fields on the Approval page layout are available to view on the Approval History related list

A. True
B. False

Correct Answer: B

QUESTION 126
The formula editor may be used all of the following places EXCEPT:

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

Correct Answer: C

QUESTION 127
All of the following are types of AppExchange Applications EXCEPT:

A. Composite
B. Client
C. Provisional
D. Native

Correct Answer: C
QUESTION 128
All of the following are true about Default Sales Teams EXCEPT:

A. Default Sales Teams are configured on a user record
B. Default Sales Teams may be added manually to an opportunity record
C. Default Sales Teams may be added automatically to an opportunity
D. Default Sales Teams may be added manually to an account record

Correct Answer: A

QUESTION 129
Which one does NOT apply to Custom Formula Fields?

A. Custom Formula Fields can reference other formula fields
B. Custom Formula Fields can reference standard fields
C. Custom Formula Fields can reference custom fields
D. Custom Formula Fields can calculate across objects

Correct Answer: A

QUESTION 130
Users can be deleted from salesforce.com

A. True
B. False

Correct Answer: B

QUESTION 131
When configuring Customizable Forecasting, you can set which of the following Forecast Dates
for determining which opportunities contribute to the forecast?

A. Opportunity Close Date Only
B. Product Date Only
C. Schedule Date Only
D. Commit Date
E. Opportunity Close Date, Product Date, Schedule Date

Correct Answer: A

QUESTION 132
Select the best component to use if you want to list the top five sales performers on a dashboard.

A. Chart
B. Table
C. Metric
D. Gauge

Correct Answer: B
QUESTION 133

Custom formula fields are recalculated:

A. Nightly
B. Every twenty minutes
C. Once per user session
D. Each time a user views the record

Correct Answer: D

QUESTION 134
What are the opportunity defaults when converting a lead to an opportunity?

A. Stage Defaults to first option in the picklist, close date defaults to the last day in the quarter, and the amount defaults to blank
B. Stage defaults to first option in the picklist, close date defaults to 3 months from conversion date, and amount defaults to blank
C. User defines amount, close date, and stage upon conversion
D. None of the above

Correct Answer: A

QUESTION 135
How many other fields may a custom lead field be mapped to when converting a lead?

A. One custom field
B. Two custom fields
C. Three custom fields
D. Custom lead fields cannot be mapped

Correct Answer: C

QUESTION 136
Folders are used to manage:

A. Either Reports, Price Books, Documents. or Email templates
B. Either Reports, Dashboards, Documents, or Products
C. Either Reports, Dashboards, Documents, or Email templates
D. Either Reports, Dashboards, Documents, or Other Folders

Correct Answer: C

QUESTION 137
Is it possible for a Page layout to be associated with a Record Type.

A. True
B. False

Correct Answer: A
QUESTION 138
Which of the following object relationships is NOT allowed?

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

Correct Answer: B

QUESTION 139
All of the following actions may take place on a Workflow Rule EXCEPT:

A. Outbound API message
B. Update Field
C. Create a Task
D. Create an Event

Correct Answer: D

QUESTION 140
All of the following may be used when updating a record using the AppExchange Data Loader
EXCEPT:

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

Correct Answer: D

QUESTION 141
Record Type may determine the default value of a picklist field.

A. True
B. False

Correct Answer: A

QUESTION 142
With Client Management enabled, when a lead is converted without a value in the company field,
it becomes a person account.

A. True
B. False

Correct Answer: A

QUESTION 143
The Campaign ROI Analysis Report uses which of the following calculations to determine the ROI
percentage for a campaign?

A. Total Amount of Opportunities / Expected Revenue