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- B. Amount of Won Opportunities / Budgeted Cost
- C. Expected Revenue / Budgeted Cost
- D. (Amount of Won Opportunities minus Actual Cost) / Actual Cost

**Correct Answer:** D

### **QUESTION 144**

You can use standard reports when creating

- A. True
- B. False

**Correct Answer:** B

### **QUESTION 145**

The difference between an opportunity record type and a sales process is:

- A. The sales process controls the stage field, the record type controls all other picklist fields
- B. The record type controls the stage field, the sales process controls all other picklist fields
- C. The record type controls the picklist fields
- D. The sales process controls all picklist fields

**Correct Answer:** A

### **QUESTION 146**

An S-Control may be used in all of the following ways EXCEPT:

- A. Dashboard Component
- B. Custom Button
- C. Custom Link
- D. Import Wizard

**Correct Answer:** D

### **QUESTION 147**

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

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

**Correct Answer:** B

### **QUESTION 148**

All of the following may be uploaded to the AppExchange Directory EXCEPT:

- A. Custom Tabs
- B. Custom Fields on Custom Objects
- C. Custom Fields on Standard Objects
- D. Custom Assignment Rules

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**Correct Answer:** C

### **QUESTION 149**

Which objects can be customized for history tracking?

- A. Solutions, Cases, Leads and Opportunities
- B. Cases, Leads, Solutions, Contracts, and Custom Objects
- C. Campaigns, Contracts, Custom Objects, and Solutions
- D. Opportunities, Leads, and Contracts

**Correct Answer:** B

### **QUESTION 150**

Fields hidden using Field Level Security are subject to Data Validation Rules.

- A. True
- B. False

**Correct Answer:** A

### **QUESTION 151**

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

- A. True
- B. False

**Correct Answer:** B

### **QUESTION 152**

Custom Formula fields do Not support which of the following functional expression?

- A. Adding multiple records together
- B. If/then/else conditional statements
- C. Clickable image buttons
- D. Combine text strings together

**Correct Answer:** C

### **QUESTION 153**

A service portal user may close their cases using Suggested Solutions in the self service portal.

- A. True
- B. False

**Correct Answer:** A

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### **QUESTION 154**

Default values are available for standard text fields

- A. True
- B. False

**Correct Answer:** B

### **QUESTION 155**

All of the following are true about Opportunity Pipeline and Forecast reporting EXCEPT:

- A. Pipeline reports may include omitted opportunities from the forecast
- B. Forecasts may be overridden
- C. Pipeline reports may be overridden
- D. Opportunity stages may be used to determine the forecast category of an opportunity

**Correct Answer:** A

### **QUESTION 156**

Recent Item and Look up Hover Views use the:

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

**Correct Answer:** A

### **QUESTION 157**

Name one place where inline Editing is not currently possible. (Choose 2 answers)

- A. List Views
- B. Related Lists
- C. Edit Page
- D. All of the above

**Correct Answer:** BC

### **QUESTION 158**

Searches and Filters that take a long time may be cancelled?

- A. True
- B. False

**Correct Answer:** A

### **QUESTION 159**

What information does the Company Profile Hold?

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- A. Language, Locale, and Time Zone
- B. Licenses, Storage and Used Space
- C. Fiscal Year
- D. Forecasting
- E. None of the above

**Correct Answer:** ABC

### **QUESTION 160**

What information may be updated on the Company Profile?

- A. Language, Locale, and Time Zone
- B. Fiscal Year
- C. Primary Contact and Address Information
- D. Forecasting
- E. All of the above

**Correct Answer:** ABC

### **QUESTION 161**

Standard Fiscal Years are periods that follow Gregorian calendar, but can start on the first day of any month of the year.

- A. True
- B. False

**Correct Answer:** A

### **QUESTION 162**

Custom Fiscal years are for companies that break down their fiscal years, quarters, and weeks in to custom fiscal periods based on their financial planning requirements.

- A. True
- B. False

**Correct Answer:** A

### **QUESTION 163**

Forecasting can be used with Custom Fiscal Years.

- A. True
- B. False

**Correct Answer:** B

### **QUESTION 164**

Customizable Forecasting must be enabled for use with Custom Fiscal years.

- A. True

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B. False

**Correct Answer:** A

### **QUESTION 165**

Where are active currencies located?

- A. Security Control
- B. User record (Personal Setup)
- C. Company Profile
- D. None of the above

**Correct Answer:** BC

### **QUESTION 166**

All the following are Main Setup areas in Salesforce.com EXCEPT?

- A. Personal Setup
- B. App Setup
- C. Data Setup
- D. Administration Setup

**Correct Answer:** C

### **QUESTION 167**

What does a Profile Control?

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

**Correct Answer:** ABCE

### **QUESTION 168**

When are Formula Fields recalculated?

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

**Correct Answer:** A

### **QUESTION 169**

For which objects you have business processes?

- A. Lead