B.   Opportunity
C.   Case
D.   Account / Contact
E.   Solutions

Correct Answer: ABCE

QUESTION 170
How many fields (columns) can be displayed on a Customizable Related List?

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

Correct Answer: B

QUESTION 171
A check box can be a controlling field in a field dependency:

A.   True
B.   False

Correct Answer: A

QUESTION 172
You can use a Custom Lookup field to create a relationship between an opportunity and a contact.

A.   True
B.   False

Correct Answer: A

QUESTION 173
What determines a unique User Record?

A.   User Name
B.   Standard Profile
C.   Custom Profile
D.   User Role

Correct Answer: A

QUESTION 174
It is possible for a User to own a record and not see it if they don't have the Read Permission to the Object.

A.   True
B.   False

Correct Answer: A

QUESTION 175
What can a Task do that an Email Alert Cannot do? Choose 2 answers.

A.   Tasks allow you to track the specific actions you plan to perform or have performed
B.   Email Alerts cannot track specific actions.
C.   Email Alerts allow you to track the specific actions you plan to perform or have performed
D.   Tasks cannot track specific actions

Correct Answer: AB

QUESTION 176
What do you need to specify when you schedule a report?

A.   You need user with Marketing Profile to "Schedule Reports"
B.   You need user permission to "Schedule Reports"
C.   You need user to have a Manager Role
D.   Click Run Report and choose Schedule Future Runs... from the drop-down button.

Correct Answer: D

QUESTION 177
In order to Enable Territory Management you should have:

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

Correct Answer: B

QUESTION 178
What is a Managed Package?

A.   A managed package is a collection of application components that are posted as a unit on AppExchange
B.   They differ from unmanaged packages in that some components are locked, allowing the managed package to be upgraded later.
C.   Allows the system Administrator to modify the application
D.   Managed packages do not include locked components and cannot be upgraded

Correct Answer: AB

QUESTION 179
Where will a Campaign associated with a Lead be visible? Choose 2 answers

A.   Campaign Related List
B.   Campaign History Report
C.   Lead History Report

D. Opportunity Related List

Correct Answer: BC

QUESTION 180
What needs to be specified to schedule a Report?

A. Objects
B. Date Range
C. Location
D. Frequency

Correct Answer: CD

QUESTION 181
Which of the following does Salesforce CRM provide for restricting login access to the application? Choose 3 answers

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

Correct Answer: ABC

QUESTION 182
Workflow Rules Consist of the following components:

A. Workflow Task
B. Workflow Outbound Message
C. Workflow Field Updates
D. Workflow Actions
E. Workflow Email Alerts

Correct Answer: ABCE

QUESTION 183
Are Tags searchable from standard Search component?

A. Yes
B. No

Correct Answer: A

QUESTION 184
Recent Items use the?

A. Edit Pagelayout
B. Detail Pagelayout
C. Sidebar

D.   Related List

Correct Answer: C

QUESTION 185
_____ are words or short phrases that users can associate with most Salesforce.com
records to describe and organize their data in a personalized way?

A.   Views
B.   Tags
C.   Dashboards
D.   Home Pagelayout
E.   Apps

Correct Answer: B

QUESTION 186
What happens when a user clicks on the Create New Apps option present in the List of Apps
section?

A.   User is taken to a Create new App Page in salesforce.com
B.   User is taken to App Exchange
C.   User is taken to developer.force.com page
D.   None of the above

Correct Answer: C

QUESTION 187
_____ are a collection of Force.com components and applications that are made available
to other organizations through the AppExchange.

A.   Application
B.   Object
C.   Workflow Rules
D.   Packages
E.   Visual Force Page

Correct Answer: D

QUESTION 188
You can set the Tab as a Landing Tab while creating the Tab for the Object?

A.   True
B.   False

Correct Answer: B

QUESTION 189

Which is the new type of Dashboard Chart to make entry in Spring'11 Release?

A. Waterfall Chart
B. Scatter
C. Gauge
D. Metric
E. Organization Chart

Correct Answer: B

QUESTION 190
In Spring'11 salesforce.com release Dynamic Dashboards have been launched for which edition:

A. Developer Edition
B. Professional Edition
C. Enterprise Edition
D. Unlimited Edition

Correct Answer: C

QUESTION 191
5 dynamic dashboards for Enterprise Edition

10 for Unlimited Edition

3 Developer Edition.

To create, edit, and delete dynamic dashboards: "Run Reports" AND "Manage Dynamic Dashboards"

Which of the following events are allowed while writing a trigger on feeds item and feed Comment object?

A. Insert, Update
B. Insert, Delete
C. Insert, Undelete
D. Update, Undelete
E. Insert, Update, Delete

Correct Answer: B

QUESTION 192
You can share the Dashboard components snapshot with everyone in the Company with chatter?

A. No, we cannot share with the company
B. No, we cannot share with people who do not have access to the dashbaord
C. Yes we can share, but only people having access to dashboard will be able to see the data
D. Yes and everyone will be able to see it regardless of access to dashboard

Correct Answer: D