Correct Answer: B

QUESTION 268
A Workflow Approval process may be used for all of the following objects EXCEPT:

A. Opportunity
B. Users
C. Assets
D. Contracts

Correct Answer: B

QUESTION 269
Which of the following features is not available in Professional Edition?

A. Big Deal Alert
B. Workflow
C. Account Sharing Rules
D. Multi-Currency

Correct Answer: B

QUESTION 270
The formula editor may be used all of the following places EXCEPT:

A. S-Control
B. Formula Field
C. Default values on Standard Fields

Correct Answer: C

QUESTION 271
If you are added to a Sales Team with read/write access you then have the ability to extend sharing on the opportunity to other users.

A. True
B. False

Correct Answer: B

QUESTION 272
A Workflow rule can only be triggered when a record is created.

A. True
B. False

Correct Answer: B

QUESTION 273
Which of the following fields CAN NOT be a controlling field for Dependent Picklists?

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

Correct Answer: C

QUESTION 274
When you have exceeded your general storage limit, you can use your complimentary document storage for additional space.

A. True
B. False

Correct Answer: A

QUESTION 275
To make a field required, which of the following is used) (Pick the best possible answer)

A. Page Layout
B. Field Level Security
C. Profile
D. Both Page Layout and Field Level Security

Correct Answer: A

QUESTION 276
What type of information can NOT be shown with an S-Control Dashboard component?

A. Combination of two other Dashboard components
B. External feed of data
C. Data Warehouse information
D. Flash representations of data

Correct Answer: B

QUESTION 277
A new list view can be created from within the console

A. True
B. False

Correct Answer: B

QUESTION 278
All of the following are default Account record types- with Client Management EXCEPT:

A. Account Tab Default
B. Business Account Default
C. Person Account Default
D. Partner Account Default

Correct Answer: D

QUESTION 279
You must be a user of salesforce.com in order to Receive an email notification in the case
escalation process:

A. True
B. False

Correct Answer: B

QUESTION 280
Which of the following is a standard Profile?

A. Sales User
B. Marketing User
C. Invoice Manager
D. Contract Manager

Correct Answer: BD

QUESTION 281
Who may be assigned a workflow task? There are 5 correct answers.

A. A single user
B. Multiple users
C. The Record owner
D. The Record creator
E. An Account team role
F. A Sales Team Role

Correct Answer: ACDEF

QUESTION 282
You can create the following Email Template Formats: Choose 4

A. Text
B. Visual Force
C. HTML with Letterhead
D. XML Templates
E. Custom HTML

Correct Answer: ABCE

QUESTION 283
Universally required fields always display on edit pages regardless of field-level security.

A. True
B. False

Correct Answer: A

QUESTION 284
If you change the data type of any custom field used for lead conversion, that lead field mapping will be deleted:

A. True
B. False

Correct Answer: A

QUESTION 285
The automated case user will be listed on the case history for all actions that are system defined, including:

A. When a case is automatically assigned using assignment rules
B. When a case is escalated
C. When a case is created online via Web-to-Case
D. When a Workflow is Triggered

Correct Answer: ABC

QUESTION 286
Organization-Wide Default Sharing Rule for Calendar Access Default is as Follows:

A. Hide Details
B. Hide Details and Add Events
C. Show Details
D. Show Details and Add Events

Correct Answer: B

QUESTION 287
Both accounts and users can exist in multiple territories.

A. True
B. False

Correct Answer: A

QUESTION 288
You must meet the following prerequisites before enabling territory management? Choose 2

answers

A. Your organization must be using customizable forecasting
B. Follow the steps in the Deploying Territory Management Guide to prepare your organization for territory management.
C. You must have the Marketing User Profile
D. You must have the Territory Manager Profile

Correct Answer: AB

QUESTION 289
What is Force.com Platform? Choose 3 answers:

A. Customize, integrate and create enterprise applications as a service and without software.
B. Point-and-click customization tool
C. Customize standard applications provided by Salesforce.com or build their own on-demand applications
D. Modify the applications to meet your needs ?(No- Coding)
E. Group standard and custom tabs into new custom applications

Correct Answer: ACE

QUESTION 290
What is Force.com Builder? Choose 3 answers:

A. Point-and-click customization tool
B. Group standard and custom tabs into new custom applications
C. Modify the applications to meet your needs ?(No- Coding)
D. Customize standard applications provided by Salesforce.com or build their own on-demand applications
E. Build custom Applications

Correct Answer: ACE

QUESTION 291
What is Salesforce.com Partner Portal? Choose 2 answers:

A. Use your company logo on a Partner Site
B. Develop Partner Application on Force.com Platform
C. Data goes into your Salesforce objects through a third party site
D. Create Interactive Communities
E. All of the above

Correct Answer: AC

QUESTION 292
Following are the Custom Business Objects EXCEPT:

A. Use Force.com builder to build your own objects
B. Standard Salesforce.com Objects
C. Capture key, related information that applies to your business