QUESTION 317
The value in a Custom Field called Salary is 50,000. What would the formula, ISNUMBER (Salary_c), return

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

Correct Answer: B

QUESTION 318
Which cannot be done on a Salesforce to Salesforce connection finder?

A. Identify the Salesforce systems administrator at another company
B. Custom brand an email sent to identify connections
C. Survey partners for their use of Salesforce
D. Survey customers for their use of Salesforce

Correct Answer: D

QUESTION 319
Which action can be performed on the Campaign Member object? Choose 3 answers

A. Relate a business account to a campaign record
B. Create validation rules related to the campaign member record
C. Create custom lookup field to another object
D. Change a lead to a contact from the campaign member record

Correct Answer: ABD

QUESTION 320
Which is a capability of a campaign? Choose 2 answers

A. Add campaign members to other related campaigns using an Apex trigger
B. Convert leads to contacts from the campaign record
C. Update the campaign member status of a lead using the manage campaign members feature
D. Track the number of business accounts related to a campaign

Correct Answer: AC

QUESTION 321
What type of field can a lookup filter be applied to? Choose 3 answers

A. Hierarchical relationship fields
B. Master-Detail relationship fields
C. Relationship fields for records owned by queues
D. Lookup fields to the Account, Contact, User, and Custom Objects
E. Lookup fields to the Activity object

Correct Answer: ABD

QUESTION 322
Which action type is represented by an icon in the process visualizer? Choose 2 answers

A. Request rejection details
B. View recall details
C. Start a new task
D. Send an email alert

Correct Answer: CD

QUESTION 323
Which function can be performed using enhanced profile management? Choose 2 answers

A. Merge profiles
B. Make mass permission modifications across multiple profiles
C. Make mass profile name changes
D. Edit profile permissions directly in a list view

Correct Answer: BD

QUESTION 324
Which statement is true regarding High Volume Portal users? Choose 2 answers

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

Correct Answer: AD

QUESTION 325
Which two functions return the same result when used with fields of the same data type?

A. ISBLANK() and BLANKVALUE()
B. ISNULL() and LEN()
C. ISBLANK() and ISNULL()
D. ISBLANK() and ISEMPTY()

Correct Answer: C

QUESTION 326
Which statement is TRUE regarding look up filters? Choose 2 answers

A. Lookup filters are available in the Partner and Customer Portals
B. Lookup filters can restrict lookup dialog results based on fields on the source object
C. The special date values "Today" and "This Month" are valid criteria options.

D.   Lookup filters are case sensitive

Correct Answer: AD

QUESTION 327
What can be reviewed using the process visualizer?

A.   Sales Processes
B.   Approval Processes
C.   Support Processes
D.   Workflow Rules

Correct Answer: B

QUESTION 328
Which email address option is available to override the From Email Address in a Workflow Email Alert?

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

Correct Answer: D

QUESTION 329
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 dashboard settings
C.   Customize source reports
D.   Customize field settings

Correct Answer: D

QUESTION 330
When looking at a vertical column chart, what can a user click on to drill down to a filtered source report? Choose 3 answers

A.   Component header
B.   Individual groups
C.   The Y - axis
D.   Legend entries
E.   The X- axis

Correct Answer: BDE

QUESTION 331
UI component for tag Access (Choose 2)

A. Edit tag links
B. View tags on header
C. Sidebar widget
D. Search Tags

Correct Answer: BD

QUESTION 332
Which Step is not a part of creating custom application?

A. Selecting tabs
B. Adding a logo
C. Selecting profiles
D. Creating a custom object

Correct Answer: D

QUESTION 333
Which of the following are standard Salesforce applications? (Select all that apply)

A. Ideas
B. Campaigns
C. Administration
D. Call Center
E. Sales Center

Correct Answer: AD

QUESTION 334
A role has many to many relationships with the user?

A. True
B. False

Correct Answer: B

QUESTION 335
Is it true that campaigns and opportunities have many to many relationship?

A. True
B. False

Correct Answer: B

QUESTION 336
Which of the following will not bypass Identity Confirmation? (Select one)

A.   The user's profile has IP login restrictions enabled.
B.   The user has logged into Salesforce previously from their current IP address.
C.   The user has activated this computer before and has a stored activation cookie.
D.   The user's record has the "Bypass User Identity Confirmation" checkbox enabled.
E.   The user is logging in from an IP address within the list of trusted networks.

Correct Answer: D

QUESTION 337
Which of the following statements are true concerning email activation? (Select one)

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

Correct Answer: C

QUESTION 338
When transferring an account from one user to another, which of the following options are
selectable? (Select all that apply)

A.   Transfer closed cases
B.   Transfer closed opportunities
C.   Transfer open activities
D.   Transfer closed activities

Correct Answer: AB

QUESTION 339
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