Correct Answer: C

QUESTION 340

Documents count toward Data Storage.

A. True
B. False

Correct Answer: B

QUESTION 341

File attachments, document tabs, and sales force content count towards Data Storage:

A. True
B. False

Correct Answer: B

QUESTION 342

A record is modified on 1/1/2008. It meets criteria for a time-based workflow rule; this rule schedules an action for 7 days after rule execution. On 1/4/2008 the record is modified and no longer meets workflow rule criteria. On 1/5/2008 the record is modified and once again meets the initial time-based workflow rule criteria. How many workflow actions will execute and when?

A. 1 on 1/8/2008
B. 2 on 1/8/2008 and 1/12/2008
C. 1 on 1/12/2008

Correct Answer: C

QUESTION 343

What would prevent a user from including fields when running a report?

A. Field-level security & page layouts
B. Page layouts only
C. Field-level security only
D. None of the above

Correct Answer: C

QUESTION 344

The system administrator has created a new custom object and application. This individual now needs to populate the new object with 1000 records, which are formatted in a CSV file. The Import Wizard (Data Management --> Import Custom Objects) is appropriate for this task.

A. True
B. False

Correct Answer: A

QUESTION 345
You must create the business process before creating record types for each of these objects
Except?

A. Lead
B. Opportunity
C. Case
D. Campaign
E. Solutions

Correct Answer: D

QUESTION 346
You can then associate each business process with one / more record types and make it available to users based on their:

A. Role
B. Profile
C. OWD
D. License Type
E. Salesforce Edition

Correct Answer: B

QUESTION 347
In order to implement more business process multiple record types must also be implemented:

A. True
B. False

Correct Answer: A

QUESTION 348
Multiple record types may be created for every tab with the exception of:

A. Home Tab
B. Forecast Tab
C. Documents Tab
D. Leads Tab
E. Report Tab

Correct Answer: ABCE

QUESTION 349
Field-level security can be used to make a field required

A. True
B. False

Correct Answer: B

QUESTION 350
You can customize to restrict users ability to log in to saleforce.

A. Profile
B. Role
C. Page Layout
D. Record Type
E. Security Settings

Correct Answer: A

QUESTION 351
Is it possible for a user to own a record and not see it:

A. True
B. False

Correct Answer: A

QUESTION 352
The Account owner, Opportunity Owners and case owners:

A. Has to be the same user
B. Has to be from the Same Profile
C. Has to be from the same Role
D. Can be different Users

Correct Answer: D

QUESTION 353
What is true about a Role?

A. Controls the level of visibility that users have to an org. data
B. Role is required while creating Record types
C. A user must be associated to one role
D. A user may be associated to one role

Correct Answer: AD

QUESTION 354
What is True about the Role Hierarchy

A. Controls data visibility
B. Controls record roll-up forecating and reporting
C. Not necessarily the company org. chart
D. Controls Read / Write and Transfer Rules for each user

Correct Answer: ABC

QUESTION 355
Which of the following components is displayed only if the record in the detail view has associated records?

A. List view
B. Mini Page Layout
C. Console layout
D. Mini View

Correct Answer: D

QUESTION 356
Which of the following components inherits the record type and profile associations, related lists, fields, and field access settings from its associated page layout?

A. Console layout
B. Mini Page Layout
C. Detail View
D. Related Objects

Correct Answer: B

QUESTION 357
What happens when an email is sent to a customer from a case?

A. Case hierarchy is reset
B. Case escalation is reset
C. Case escalation rules are deleted
D. Case assignment rules are deleted

Correct Answer: B

QUESTION 358
What objects are cases related to?

A. Accounts
B. Forecast
C. Contacts
D. Campaign

Correct Answer: AC

QUESTION 359
Why would you use early triggers?

A. To escalate a case according to a time zone
B. To allow notification before a case actually escalates
C. To escalate any case within a period
D. To send an auto response email to customers

Correct Answer: B

QUESTION 360
If using Customizable forecasting there is a separate forecast role hierarchy

A. True
B. False

Correct Answer: A

QUESTION 361
How many roles can you create for your org?

A. 200
B. 300
C. 500
D. No Limit

Correct Answer: C

QUESTION 362
What is Sharing Rule?

A. Automated rules that grant access to groups of users
B. Exceptions to Org. wide Defaults
C. Rules given for group of user working closely on a project
D. Irrelevant for Public Read / Write Organizations

Correct Answer: ABD

QUESTION 363
What is not true about sharing Rules?

A. Sharing rules open up access whereas org wide defaults restrict access
B. When u delete a sharing rule, the sharing access created by that rule is automatically removed
C. U can edit the access levels for any sharing rule. You can change the specified groups / roles for
   the rule
D. Sharing rules apply to all new and existing records owned by the specified role / group members
E. When u modify which users are in a group rule, the sharing rules are re-evaluated to add/remove
   access as necessary.

Correct Answer: C

QUESTION 364
A public group is a grouping of all Except?

A. Users
B. Public Groups
C. Queue
D. Roles