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E. Roles and Subordinates

Correct Answer: C

QUESTION 365

If Phil is promoted from a Sales Associate to Senior Sales Exec, and the new sales associate is appointed to take Phil's responsibilities. What are the appropriate steps to transfer Phil's account to the new associate?

- A. Overwrite Phil's User Profile with the new associates information and create a new profile for Phil.
- B. Create a new profile for Phil as well as new associate. Deactivate Phil's profile with Sales Associate role and transfer all the accounts, opportunities and leads to the new associate.
- C. Associate the new role to Phil's existing profile and Transfer all the accounts, opportunities and leads to the new associate.
- D. None of the above

Correct Answer: B

QUESTION 366

Which statement is / are false for folders?

- A. Access is defined either as Read or Read/Write
- B. Access to folders does roll-up through role hierarchy
- C. The document tab contains a control version capability
- D. Access to folders does not roll-up through role hierarchy

Correct Answer: BC

QUESTION 367

The size limit for documents uploaded is:

- A. 1 Megabyte
- B. 3 Megabyte
- C. 5 Megabyte
- D. 25 Megabyte

Correct Answer: C

QUESTION 368

Author and the owner have same access to the document

- A. True
- B. False
- C. Neither True nor False

Correct Answer: B

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QUESTION 369

You can update licenses on the Company Profile.

- A. True
- B. False

Correct Answer: B

QUESTION 370

A company that uses custom fiscal year: A standard forecast option is unavailable. Administrator will have to build a custom forecast for the same.

- A. True
- B. False

Correct Answer: A

QUESTION 371

CORRECT TEXT

Fill in the blank.

Where would you make a field required?

Correct Answer: Page Layout

QUESTION 372

Activities are both Tasks and Calendars

- A. True
- B. False

Correct Answer: A

QUESTION 373

Field Level Security cannot be used to make a field required.

- A. True
- B. False

Correct Answer: A

QUESTION 374

Which of the following is true that can cause data loss when an existing custom field is changed?
(Check all that apply)

- A. Changing to or from type Date or Date/Time
- B. Changing to Number from any other type
- C. Changing to number from Percent
- D. Changing to one Currency from any other currency type

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Correct Answer: ABCD

QUESTION 375

Which of the statements is/are true for data validation?

- A. Data Validation can enforce data integrity as well as make a field required in the page layout
- B. Data Validation can prevent duplication of records
- C. Data Validation run on the client machine after the user clicks the Save button
- D. Data Validation rules are not enforced when using API & import operations
- E. Validation rules can be activated / deactivated by the user

Correct Answer: AB

QUESTION 376

Identify the statement that correctly defines data validation

- A. Data validation ensures the integrity of data before its saved in SF
- B. Data validation ensures the integrity of data after its saved in SF
- C. Data validation ensures the integrity of data when data is imported in SF
- D. Data validation ensures the integrity of data when data is exported in SF

Correct Answer: A

QUESTION 377

Data validation ensures the integrity of data when data is exported in SF

- A. True
- B. False

Correct Answer: B

QUESTION 378

What statements is False for a workflow task:

- A. To assign tasks to multiple users, create multiple tasks as outcomes of the rule
- B. A single task can be assigned to multiple users
- C. The due dates for workflow task is based on number of calendar days, The rule fails to recognize only working business days by default
- D. Historical tracking is allowed for workflow task

Correct Answer: B

QUESTION 379

Will data be lost in a Custom Field if Data Type is changed to Number from any other Data Type?

- A. Yes

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B. No

Correct Answer: A

QUESTION 380

On Lead Conversion a Lead Object Custom field cannot be mapped to Which Object custom field?

- A. Account
- B. Contacts
- C. Case
- D. Opportunity

Correct Answer: C

QUESTION 381

Dashboards can be created by using Standard Reports as Source Reports?

- A. True
- B. False

Correct Answer: A

QUESTION 382

Which tool should be used to Import more than 65000 records in Salesforce.com?

- A. SFDC Import Wizard
- B. Data Loader

Correct Answer: B

QUESTION 383

Which of the following is NOT a Standard Salesforce.com Functionality?

- A. Email to Lead
- B. Email to Case
- C. Web to Lead
- D. Web to case

Correct Answer: A

QUESTION 384

Which of the following is Not a Mandatory Field while creating a User Record?

- A. Profile
- B. Role
- C. Alias
- D. Community Nickname

Correct Answer: B

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QUESTION 385

A user successfully login's at 3:00 PM, What happens at 3:31 PM, if the Login hours for the user's Profile are set from 7:30 AM to 3:30 PM?

- A. User is automatically Logged Out
- B. User keeps working continuously without any issues
- C. User is asked in a Popup window if he would like to extend his session
- D. User is logged out once he tries to do any DML (Data Manipulation) Operation i.e. Save, Edit etc.

Correct Answer: D

QUESTION 386

What is the Impact on a User of the Organization level Locale Changes?

- A. The default Locale of the user is also set to the new Organization Level locale
- B. The User is asked for a Choice; if he would like to choose New Organization Locale or his own Locale
- C. No Impact on the User as he keeps using his own default Locale
- D. From a new session, user will see everything in the New Organization Locale

Correct Answer: C

QUESTION 387

API's are not available for use in which Salesforce.com edition?

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

Correct Answer: B

QUESTION 388

Which Feature is not available in Salesforce.com?

- A. Profile based Login Hours
- B. Profile based Login IP Ranges
- C. Organization based Login Hours
- D. Organization based Login IP ranges

Correct Answer: C

QUESTION 389

For how many days deleted records are kept in the Recycle Bin?

- A. 15
- B. 30
- C. 45