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D. 60

**Correct Answer:** A

### **QUESTION 390**

Which of the following is the best way to make the Field Mandatory for everyone?

- A. Page Layout
- B. Validation Rule
- C. Roles & Profiles
- D. Field Level Security

**Correct Answer:** D

### **QUESTION 391**

Which of the following is not a Standard Salesforce.com Application?

- A. Service
- B. Sales
- C. Call Center
- D. Community
- E. Marketing

**Correct Answer:** A

### **QUESTION 392**

Which of the field types cannot be used as an External Id?

- A. Text Field
- B. Number Field
- C. Picklist Field
- D. Email Id Field

**Correct Answer:** C

### **QUESTION 393**

Which of the following cannot be on the controlling side of the Dependent Picklist?

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

**Correct Answer:** D

### **QUESTION 394**

Do Validation rules get enforced on the Lead Conversion?

- A. Yes
- B. No

**Correct Answer:** B

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### **QUESTION 395**

On Lead Conversion, the Close Date of the newly created opportunity is automatically set to?

- A. Blank
- B. Today
- C. Last Day of Current Quarter
- D. Last Day of Current Month
- E. Last Day of Current Year

**Correct Answer: C**

### **QUESTION 396**

Which of the following profile permissions will enable the User to edit any record, regardless of the Sharing Model?

- A. Customize Application
- B. View Setup and Configuration
- C. View All Data
- D. Modify All Data
- E. None of the Above

**Correct Answer: D**

### **QUESTION 397**

Can an administrator change the profile settings of the Standard Solution Manager profile?

- A. Yes
- B. No
- C. Depends on the Setting of the Administrator profile

**Correct Answer: B**

### **QUESTION 398**

Queues cannot be created on which Object in salesforce.com?

- A. Lead
- B. Case
- C. Account
- D. Custom Object

**Correct Answer: C**

### **QUESTION 399**

Which of the following is not a valid business process in Salesforce.com?

- A. Sales Processes
- B. Marketing Process
- C. Lead Processes
- D. Support Processes

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E. Solution Processes

**Correct Answer:** B

### **QUESTION 400**

What is the significance of Primary Master ?Detail Relationship in a Junction Object?

- A. Look and Feel is inherited from Primary Master Object
- B. Record Ownership is inherited from Primary Master Object
- C. No such Significance
- D. Both A & B

**Correct Answer:** D

### **QUESTION 401**

What happens when you delete an object that is related to a junction object by a lookup relationship?

- A. The junction object is deleted
- B. The related fields in the junction object is deleted
- C. The master records are deleted
- D. The intersection object is deleted

**Correct Answer:** B

### **QUESTION 402**

Can the User Records be permanently deleted from the Salesforce.com?

- A. Yes
- B. No
- C. Depends on Profile Settings of the Administrator
- D. User Records can be archived so that they are available on request

**Correct Answer:** B

### **QUESTION 403**

Which of the following objects cannot be imported via the Salesforce.com Import Wizard?

- A. Leads
- B. Accounts
- C. Opportunities
- D. Solutions

**Correct Answer:** C

### **QUESTION 404**

Salesforce.com record Id's are Identical in?

- A. Production and Config Only Sandbox
- B. Production and Developer Sandbox

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- C. Production and Full Copy Sandbox
- D. Record Id's are always different in different environment

**Correct Answer:** C

### **QUESTION 405**

A custom field is made Read only from the Field level security and Required from Page layout. The Field will be:

- A. Read Only for the User
- B. Required for the User
- C. Throws an error and don't allow to make Read only field Mandatory from page layout
- D. User is given a choice in a pop up window

**Correct Answer:** A

### **QUESTION 406**

Which of the following is not a Roll Up summary field operation?

- A. SUM
- B. MAX
- C. MIN
- D. COUNT
- E. Average

**Correct Answer:** E

### **QUESTION 407**

How many fields can be enabled for tracking on a custom Object?

- A. 10
- B. 20
- C. 30
- D. 40

**Correct Answer:** B

### **QUESTION 408**

Which of the following is not part of the Profile?

- A. User License
- B. Page Layout
- C. Record Types
- D. Field Level Security
- E. Roles

**Correct Answer:** E

### **QUESTION 409**

How many Custom Summary Formula Fields are allowed on a single Report?

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- A. 5
- B. 10
- C. 15
- D. 20
- E. No limit

**Correct Answer:** A

### **QUESTION 410**

Is it possible for a user to see different Set of data in Report and in a Dashboard based on the same Report?

- A. Yes
- B. No

**Correct Answer:** A

### **QUESTION 411**

Which of the following is not an available function in the Formula Fields?

- A. HyperLink
- B. Substitute
- C. RPad
- D. Vlookup

**Correct Answer:** D

### **QUESTION 412**

Which of the following cannot be used as a source report for the Analytical Snap Shot?

- A. Tabular Reports
- B. Summary Reports
- C. Matrix Reports
- D. All can be used

**Correct Answer:** C

### **QUESTION 413**

Which Import functionality of salesforce.com should be used if one needs to import the 30000 Cases in Salesforce.com?

- A. Import Wizard
- B. Data Loader
- C. Any one of A or B
- D. None of A or B