Correct Answer: A

QUESTION 414
All dashboard viewers see data based on the security settings of the Running User--regardless of their own personal security settings?

A. True
B. False

Correct Answer: A

QUESTION 415
How many custom fields can be created on an object in an unlimited Edition?

A. 100
B. 200
C. 500
D. Unlimited Fields

Correct Answer: C

QUESTION 416
Which Type of Reports can't be used to create groups of data or charts?

A. Tabular
B. Summary
C. Matrix
D. None of the Above

Correct Answer: A

QUESTION 417
How many Roll Up summary fields can be created in the enterprise Edition on a Custom Object?

A. 10
B. 20
C. 30
D. No restriction on no. of Fields

Correct Answer: A
QUESTION 418
A sales team is a set of users that normally work together on _____ ?

A. Accounts
B. Leads
C. Opportunities
D. Contacts
E. Cases

Correct Answer: C

QUESTION 419
Which feature in SFDC combines a list view and related records into one screen with different frames so that users have all the information they need when interacting with Salesforce.com?

A. Accounts
B. Asset
C. Console
D. Call Center
E. Campaign

Correct Answer: C

QUESTION 420
On which OWD sharing defaults the Sharing Rules can't be defined?

A. OWD is Private
B. OWD is Public Read Only
C. OWD is Public Read Write
D. Sharing rules can be created on any of the above

Correct Answer: C

QUESTION 421
What happens when a user owns an opportunity record but does not have the Read permission on Opportunity Object?

A. He still sees the Opportunity record
B. He is not able to see the Opportunity Record
C. This case can never arise

Correct Answer: B

QUESTION 422
Account team is a set of users that normally work together on _____?

A. Accounts
B. Leads
C. Opportunities
D. Contacts
E. Cases

Correct Answer: A

QUESTION 423
Conditional highlighting can not be used for?

A. Tabular Reports
B. Summary Reports
C. Matrix Reports
D. None of the Above

Correct Answer: A

QUESTION 424
You can use conditional highlighting for summary and matrix report only.

A. True
B. False

Correct Answer: A

QUESTION 425
Which of the following is an automated process your organization can use to approve records in Salesforce.com?

A. Validation Process
B. Approval Process
C. Workflow Rules
D. Record Types

Correct Answer: B

QUESTION 426
Which of the following Email Template cannot be used to send a mass email?

A. Text
B. HTML with Letterhead
C. Custom HTML
D. Visual force

Correct Answer: D

QUESTION 427
Which of the following object does not support the Business process?

A. Lead
B. Account
C. Opportunity
D. Case
E. Solution

Correct Answer: B

QUESTION 428
Which of the following does not need business process?

A. Leads
B. Opportunities
C. Contacts
D. Cases

Correct Answer: C

QUESTION 429
In which of the following edition you can create a Managed Package?

A. Professional Edition
B. Full Test Sandbox
C. Developer Edition
D. Unlimited Edition
E. Enterprise Edition

Correct Answer: C

QUESTION 430
Can a user restrict access with the help of the sharing rules?

A. Yes
B. No

Correct Answer: B

QUESTION 431
Is it possible for users to override their own forecasts and forecasts for users below them in the forecast hierarchy?

A. Yes
B. No

Correct Answer: A

QUESTION 432
With sharing rules one can make automatic exceptions to the organization-wide default for defined sets of users.

A. True
B. False

Correct Answer: A

QUESTION 433
An opportunity that reaches the threshold with 80% probability will trigger additional alerts if the probability subsequently goes higher to 85%.

A. Yes
B. No
C. Depends on the Settings

Correct Answer: B

QUESTION 434
Which of the following types of packages can be upgraded?

A.   Managed Packages
B.   Unmanaged Packages
C.   Both A & B
D.   None of the Above

Correct Answer: A

QUESTION 435
Which of the following feature allows you to send an email when an opportunity reaches a
threshold value?

A.   Validation Rule
B.   Big Deal Alert
C.   Opportunity Alert
D.   Big Ticket Email

Correct Answer: B

QUESTION 436
Conditional Highlighting only applies to the first summary field column in the table?

A.   True
B.   False

Correct Answer: A

QUESTION 437
Unmanaged packages do not include locked components but can be upgraded?

A.   True
B.   False

Correct Answer: B

QUESTION 438
Auto Response rules work on which objects?

A.   Leads and Cases
B.   Leads and Accounts
C.   Accounts and Opportunity
D.   Account and Cases

Correct Answer: A