QUESTION 439
Escalation rules only run during the business hours with which they are associated?

A. True
B. False

Correct Answer: A

QUESTION 440
Customizable Forecasting is a prerequisite in order to enable territory management?

A. True
B. False

Correct Answer: A

QUESTION 441
Running User concept in Dashboard allows users to view Data which normally they can not view?

A. True
B. False

Correct Answer: A

QUESTION 442
Can a user create his or her own Default Sales Team?

A. Yes
B. No

Correct Answer: A

QUESTION 443
How many ranges can be defined in the case of a Conditional Highlighting?

A. 2
B. 3
C. 4
D. 5

Correct Answer: B

QUESTION 444
When are the formula fields Re - Calculated?

A. Every 15 minutes
B. Every time they are seen
C. After every DML Operation
D. Admin can set the time of Refresh

Correct Answer: B

QUESTION 445
How do you find out that the Approval Process is edited?

A. Last Modified By Field
B. Audit trail
C. History Record on Approval page layout
D. All of the Above

Correct Answer: D

QUESTION 446
How many Solution records can be imported via Import Wizard?

A. 500
B. 5.000
C. 50.000
D. Solution Records cannot be imported via Import Wizard

Correct Answer: C

QUESTION 447
Formatting of report is maintained when it is exported via Printable View?

A. True
B. False

Correct Answer: A

QUESTION 448
Which one is the following is a salesforce.com definition for a Lead?

A. Any person, organization or company that may be interested in your products and services, not
    yet customers
B. An organization, individual or company involved with your business such as customers,
    competitors and partners
C. Any potential revenue-generating event i.e. "sales deal"
D. Any individual or influencer associated with an account

Correct Answer: A

QUESTION 449
If you delete an email from a case and then delete the case, you will not be able to retrieve the
deleted email from the Recycle Bin

A. True
B. False

Correct Answer: A

QUESTION 450
On which of these areas Data Validation rules are enforced but no feedback is given to users?

A. Lead Convert
B. Record Merger
C. Web-TO-Case
D. SalesForce Mobile
E. Self Service Portal

Correct Answer: C

QUESTION 451
What should be the Advanced filter Conditions to meet the requirement "Find contacts owned by Poo that have a title of CFO, functional role of CFO, or reports to the CFO?

1. Title equals CFO
2. Functional Role equals CFO
3. Reports To equals CFO
4. Contact Owner contains Poo

A. (1 OR 2 OR 3) AND 4
B. (4 AND (2 OR 3)) OR 1
C. (1 OR 2 OR (3 AND 4)
D. (1 AND (2 OR 3)) OR 4

Correct Answer: A
QUESTION 452
How many User records can be imported via Import Wizard?

A. 500
B. 5.000
C. 50.000
D. User Records cannot be imported via Import Wizard

Correct Answer: D

QUESTION 453
Which of the following is true about Page layouts?

A. Control the layout and organization of detail and edit pages
B. Control which fields, related lists, and custom links users see, on detail and edit pages only
C. Control which standard and custom buttons display on detail pages and related lists
D. Determine whether fields are visible, read only, or required, on detail and edit pages only
E. All of the Above

Correct Answer: E

QUESTION 454
To email a report to other users, the report must be in a public folder with access granted to the

other users?

A. True
B. False

Correct Answer: A

QUESTION 455
When a field is deleted from the pagelayout, does it is also deleted from the Object?

A. Yes
B. No

Correct Answer: B

QUESTION 456
When you insert a record using the API, Do Validation rules are expected?

A. Yes
B. No

Correct Answer: A

QUESTION 457
Scheduled reports run in the time zone of the user who schedules the report.

A. True
B. False

Correct Answer: A

QUESTION 458
Reports show only the information you can access where as Dashboards show information which you even cannot access.

A. True
B. False

Correct Answer: A

QUESTION 459
Which of the following are not controlled by the Page layouts?

A. Custom Fields
B. Sections
C. Related List
D. Custom Button
E. Validation Rule Error message

Correct Answer: E

QUESTION 460
If a field is visible in the search layout but hidden for certain users via the field-level security settings then which of the following statement is true?

A. The field-level security overrides the search layout and the field will be hidden for all users
B. The field will still be visible in search layout to all the users
C. The field-level security overrides the search layout and the field will be hidden for those users
D. None of the above

Correct Answer: C

QUESTION 461
If a Report is run which returns 20,000 records then:

A. All 20K records are displayed in the UI
B. First 2K records are displayed in the UI
C. 10 Reports each having 2K records are created
D. Report Fails and an error is reported

Correct Answer: B

QUESTION 462
On deleting a Tab from an Application _____.

A. Deletes the Tab from Salesforce.com
B. Deletes the tab from that Application
C. Deletes that particular Object of whose Tab is deleted
D. All of the Above

Correct Answer: B

QUESTION 463
Which one is the following is a salesforce.com definition for an opportunity?

A. Any person, organization or company that may be interested in your products and services, not yet customers
B. An organization, individual or company involved with your business such as customers, competitors and partners
C. Any potential revenue-generating event i.e. "sales deal"
D. Any individual or influencer associated with an account

Correct Answer: C

QUESTION 464
Which of the following make a User record Unique?

A. Profile
B. Email Id