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Correct Answer: A

QUESTION 642

When are data validation rules executed?

- A. A User Saves a Record
- B. Before records are imported
- C. Using the Data Loader and/or other API tools

Correct Answer: ABC

QUESTION 643

According to Sales Force, console is not for occasional users of Salesforce. The console is best set up for users who view Salesforce for 3 or more hours a day.

- A. True
- B. False

Correct Answer: A

QUESTION 644

CORRECT TEXT

Fill in the blank.

When you define a Data Validation Rule, what must you also define?

Correct Answer: The error message.

QUESTION 645

CORRECT TEXT

Fill in the blank.

What does the default locale impact?

Correct Answer: See the answer below

Explanation:

The format of date and number fields.

QUESTION 646

CORRECT TEXT

Fill in the blank.

Can you set Standard and Custom fields as unique or required using the Property feature?

Correct Answer: See the answer below

Explanation:

No, only custom fields.

QUESTION 647

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Which objects have built in import wizards?

- A. Accounts
- B. Contacts
- C. Leads
- D. Solutions
- E. Custom Objects

Correct Answer: ABCDE

QUESTION 648

Do opportunities or cases have import wizards?

- A. Yes
- B. No

Correct Answer: B

QUESTION 649

Can the DataLoader access all objects?

- A. Yes
- B. No

Correct Answer: A

QUESTION 650

Is the DataLoader Cloud based?

- A. No
- B. Yes

Correct Answer: A

QUESTION 651

CORRECT TEXT

Fill in the blank.

What database actions can the DataLoader perform?

Correct Answer: See the answer below

Explanation:

Insert, Extract, Update, upsert and Delete

QUESTION 652

To log into the Data Loader, the IP address must be a trusted IP or the User must know their security token.

- A. True
- B. False

Correct Answer: A

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QUESTION 653

CORRECT TEXT

Fill in the blank.

When is it appropriate to use the Import Wizard versus the Data Loader?

Correct Answer: See the answer below

Explanation:

Need to prevent duplicates and when the Admin needs to choose whether to trigger Workflow rules (or not)

QUESTION 654

CORRECT TEXT

Fill in the blank.

What are Standard Reports?

Correct Answer: See the answer below

Explanation:

Out of the box reports from SF

QUESTION 655

Standard Reports May be used as a starting point for Custom Reports

- A. True
- B. False

Correct Answer: A

QUESTION 656

Standard Reports can be deleted?

- A. True
- B. False

Correct Answer: B

QUESTION 657

CORRECT TEXT

Fill in the blank.

Which takes precedence: User's language setting or Company profile default language?

Correct Answer: See the answer below

Explanation:

User's language setting.

QUESTION 658

Custom Summary Formulas are based on hard record values but used to create a temporary

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formula for custom reporting needs.

- A. True
- B. False

Correct Answer: A

QUESTION 659

CORRECT TEXT

Fill in the blank.

Define the Tabular Report.

Correct Answer: See the answer below

Explanation:

Provides a simple listing of your data without subtotals. The only format that has a floating report header.

QUESTION 660

CORRECT TEXT

Fill in the blank.

Define the Summary Report.

Correct Answer: See the answer below

Explanation:

Provides a listing of data, plus sorting and subtotalling of data. May be used to support dashboard components.

QUESTION 661

CORRECT TEXT

Fill in the blank.

Define the Matrix Report.

Correct Answer: See the answer below

Explanation:

Summarizes data in a grid against horizontal and vertical criteria. Matrix reports provide totals for both rows and columns. Matrix reports may also be used to support dashboard components.

QUESTION 662

The Director of Sales wants a report that meets the following criteria:

All accounts in NY, MA, PA and NJ Account rating of "Hot" or Annual Rev over \$8M . The report must meet the state criteria but can optionally meet the account rating or the annual revenue.

Which report format would you use to create this custom report?

- A. The Tabular Report
- B. The Summary Report
- C. Matrix Report.

Correct Answer: A

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QUESTION 663

The Director of Sales wants a report that shows the Opportunity pipeline for the current and next fiscal quarters. This report should be grouped by Sales Rep and Opportunity Stage. Which report format would you use to create this custom report?

- A. The Summary Report
- B. The Tabular Report
- C. Matrix Report.

Correct Answer: A

QUESTION 664

The Director of Sales wants a report that shows the trending performance of his sales reps. He would like to see the trend by month, with a review of the previous 6 months. Which report format would you use to create this custom report?

- A. The Tabular Report
- B. The Summary Report
- C. Matrix Report.

Correct Answer: C

QUESTION 665

CORRECT TEXT

Fill in the blank.

The new charting engine allows for greater customization and creation of charts including:

Correct Answer: See the answer below

Explanation:

Bar
Line
Funnel
Donut
Pie
Combo Charting

QUESTION 666

Based on existing Master-Detail and Lookup relationships between objects, Sys Admins can create Custom Report Types to:

- A. Choose which standard and custom objects to display
- B. Select which fields can be used as columns
- C. Define both inner and outer joins

Correct Answer: ABC

QUESTION 667

The running user of a dashboard overrides the sharing model to see the high-level summary data for everyone at the level of the Running User and below.

- A. True

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