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Correct Answer:

Excel Connector: Query is one object per query, using the API.

Reports: offer multiple objects, and/or criteria

QUESTION 41

How many characters can a formula field contain? Select all that apply.

- A. 200
- B. 500
- C. 1000
- D. 3900

Correct Answer: D

Explanation:

To optimize, use CONTAINS first, then CASE, then IF.

QUESTION 42

How many days of setup audit history can you download?

- A. 7
- B. 30
- C. 90
- D. 180
- E. 365
- F. You can't download this information due to security

Correct Answer: D

QUESTION 43

How many fields can you track per object using Field History Tracking?

- A. 5
- B. 20
- C. 50
- D. Unlimited
- E. None of the above

Correct Answer: B

Explanation:

You can track up to 20 fields for Field Tracking History. Don't confuse this with Chatter feed notifications which can track more than 20 fields.

QUESTION 44

How many letters do you have to enter for the auto-complete to work?

- A. 1

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- B. 2
- C. 3
- D. 4

Correct Answer: A

Explanation:

Auto complete will begin to auto prompt on the first keystroke.

QUESTION 45

How many levels deep can cross-object formulas go?

- A. 2
- B. 3
- C. 4
- D. 5
- E. None of the above

Correct Answer: D

Explanation:

Documentation shows 10 unique relationships, but study guide and some community answers show 5.

QUESTION 46

How many records can be deleted at once using the Mass Delete tool?

- A. 200
- B. 500
- C. 2000
- D. 5000
- E. Unlimited

Correct Answer: B

Explanation:

Wizards inside SFDC usually have a limit of 500 records. However, the data loader and other ETL tools do not have any limits.

QUESTION 47

How many releases a year does Sales force typically deliver?

- A. 1
- B. 2
- C. 3
- D. 5
- E. Depends on the roadmap

Correct Answer: C

Explanation:

3 releases are issued per year. Spring, Slimmer, Winter All are distributed automatically during a pre-scheduled maintenance window.

QUESTION 48

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How often can weekly data export requests be made?

- A. Every 4 days
- B. Every 5 days
- C. Every 6 days
- D. Every 7 days

Correct Answer: C

Explanation:

Requests can be made every 6 days.

QUESTION 49

CORRECT TEXT

How would an administrator quickly check field accessibility?

Correct Answer:

1. Field Accessibility Grid
2. View by: fields, profiles, record type

QUESTION 50

If a new validation rule is created and there is data already stored that violates the rule, when will Sales force catch the problem?

- A. Immediately
- B. When the record is first viewed
- C. When the record is edited
- D. When the record is edited, then saved
- E. The record is not affected because it was created before the creation of the validation rule.

Correct Answer: D

Explanation:

When the record is edited, then saved.

Validation rules are enforced when a record is in edit mode, but the validation rules don't fire until the record is finally saved by the end user.

QUESTION 51

If you could only give one release document to your IT department, which would it be?

- A. Feature detail pages
- B. Detailed release notes
- C. Admin preview doc
- D. Release overview pages

Correct Answer: B

QUESTION 52

In Sales force Territory* Management, a territory hierarchy is different from a role hierarchy in that it...

- A. grants login access to all users in a territory.
- B. supports assigning users to multiple territories.
- C. automatically assigns users to sales teams in the territory.

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D. gives users in a territory full edit access to all accounts in that territory.

Correct Answer: B

Explanation:

Territory hierarchy is about assigning users to opportunities.

Role hierarchy is about broadening visibility to records up the chain of command so managers can see records owned by their subordinates.

QUESTION 53

In the context of the Data Quality Dashboard, what does it mean to have 100% as the score?

- A. All users have successfully logged in
- B. All data has been reviewed by each user
- C. All users have created at least 1 record
- D. All key fields have been populated

Correct Answer: D

QUESTION 54

CORRECT TEXT

Is it possible to incorporate Web Services API calls into s-controls?

Correct Answer:

Yes - you would do so by referencing the A.IAX toolkit.

QUESTION 55

Is the Data loader fully supported by Sales force?

- A. Yes
- B. No

Correct Answer: A

QUESTION 56

CORRECT TEXT

List "clicks" and "code" options at the 'Business Logic' level.

Correct Answer:

Clicks: Workflow, Validation Rules, Assignment Rules.

Code: S-Controls, Web Controls, Apex. Web Services API

QUESTION 57

CORRECT TEXT

List "clicks" and "code options at the 'Data Model level'.

Correct Answer:

Clicks: Objects, Fields, Relationships.

Code: Web Services API

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QUESTION 58

CORRECT TEXT

List 6 pieces of functionality that Sales force recommends deploying when implementing localization.

Correct Answer:

1. Advanced Currency Management
2. Regional Price Books
3. Delegated Administration
4. Custom Profiles
5. Translation Workbench
6. Regional Home Page Layouts

QUESTION 59

CORRECT TEXT

List some of the most commonly used API calls.

Correct Answer:

1. Query (Export)
2. Retrieve
3. Create (Insert)
4. Update
5. Upsert
6. Delete
7. Undelete

QUESTION 60

CORRECT TEXT

List some ways that admins can increase user adoption:

Correct Answer:

1. Measure user adoption (including dashboards)
2. Motivate users by showing them the value
3. Use Sales force during meetings
4. Use Sales force as a Sales Portal
5. Train the end users

QUESTION 61

CORRECT TEXT

List the "clicks" and "code" options at the 'User Interface 'level.

Correct Answer:

Clicks: Apps, Tabs, Page Layouts, Record Types.
Code: S-Controls, Web Controls, Visual force

QUESTION 62

CORRECT TEXT

List the commonly used API calls

Correct Answer:

Create (also known as Insert)
Update