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Upsert
Delete
Undelete
Query
Retrieve

QUESTION 63

CORRECT TEXT

List the order in which automation features trigger when a user saves a record.

Correct Answer:

1. System Validation Rules
2. All Apex BEFORE Triggers
3. Custom Validation Rules
4. All Apex AFTER triggers
5. Assignment Rules (leads/cases)
6. Auto-Response (leads/cases)
7. Workflow Rules
8. Escalation Rules (cases)
9. Post-commit logic (Parent Roll-up Summary fields triggers all of the above on the parent object)

QUESTION 64

CORRECT TEXT

Name a examples of web applications or web controls:

Correct Answer:

X-to-Web
Web-to-X

QUESTION 65

CORRECT TEXT

Name the objects that support field history tracking:

Correct Answer:

1. Data Entry 'Objects: Accounts, Contacts, Opportunities, Leads, Contracts Cases, Solutions, Custom Objects
2. History Objects: Approval History, limited Campaign Member history (Member First associated, Member First Responded)
3. Salesforce2Salesforce connection history
4. Opportunity Stage History for: Stage, Probability, Amount, Close Date, Last Modified By

QUESTION 66

Once activities are archived, where is the only place you can access them?

- A. You can't access them
- B. Activity History- View AH
- C. Recycle Bin

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- D. Activity Reports
- E. Archiving of activities does not affect visibility

Correct Answer: B

QUESTION 67

A Sales force object can exist independent of an application.

- A. True
- B. False

Correct Answer: A

Explanation:

You do not have to create a custom tab or assign a custom object to an application.

QUESTION 68

Account ID is required on the Opportunity object via the API.

- A. True
- B. False

Correct Answer: B

Explanation:

You do not need the Account ID on the opportunity when accessing through the API.

QUESTION 69

Actions to existing steps can be added to an active approval process?

- A. True
- B. False

Correct Answer: A

Explanation:

Actions can be added to the existing steps of active approval processes False

QUESTION 70

All applications downloaded from the App Exchange can be modified once loaded into an org.

- A. True
- B. False

Correct Answer: B

Explanation:

Only unmanaged packages downloaded from the App Exchange can be modified. Managed packages are unable to be edited or customized.

QUESTION 71

All editions of sales force can use the data loader

- A. True

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B. False

Correct Answer: B

Explanation:

Only UE, EE and DE Orgs can use the data loader

QUESTION 72

Apex is client-side

A. True

B. False

Correct Answer: B

Explanation:

Apex is server side,S-Controls are client-side.

QUESTION 73

Apex offers optional creation of test scripts that can be run in a dev environment, in the UI or by sales force support personnel.

A. True

B. False

Correct Answer: B

Explanation:

The test scripts are mandatory, not optional

QUESTION 74

Delegated admins can login as their subordinates.

A. True

B. False

Correct Answer: A

Explanation:

But only when they have been granted login access rights by those subordinates.

QUESTION 75

Duplicate records are more commonly found when using a public sharing model?

A. True

B. False

Correct Answer: B

Explanation:

It is more common to have duplicate records using a private sharing model because users can't see records to know if they are already entered and enter them again without knowing they are duplicates.

QUESTION 76

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File attachments count towards the overall data storage limit.

- A. True
- B. False

Correct Answer: B

Explanation:

File attachments count towards file storage, not data storage. The storage limit is 1GB minimum for data and 11GB minimum for file storage for all editions.

QUESTION 77

Ideas can be used in the self service portal.

- A. True
- B. False

Correct Answer: B

Explanation:

Only customer and partner portals can use ideas.

QUESTION 78

If you are granted access to a record through manual sharing or sharing rules, you can share the record to someone else

- A. True
- B. False

Correct Answer: A

Explanation:

But only if granted Full Access to the record.

QUESTION 79

If you implement Territory Management, your role hierarchy will be copied to your Territory structure.

- A. True
- B. False

Correct Answer: B

QUESTION 80

In a global Sales force implementation, all sales teams must use the same sales process.

- A. True
- B. False

Correct Answer: B

Explanation:

Sales processes can be created and customized for each different sales team/region, etc.

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QUESTION 81

Inline s-controls are hooks for s-controls.

- A. True
- B. False

Correct Answer: A

Explanation:

Inline S-Controls are not really S-Controls at all they only appear on detail pages, not edit pages.

QUESTION 82

Personal tags can be viewed by Admins.

- A. True
- B. False

Correct Answer: B

Explanation:

Although Admins can enable both public and private tags, Admins can only see public tags

QUESTION 83

Referring to other formulas may reduce the 1300 character limit, but it is possible to continue chaining multiple formula fields together indefinitely.

- A. True
- B. False

Correct Answer: B

Explanation:

This is not possible because the character limit still applies.

1300 Maximum characters s displayed after calculation 3900 Maximum characters allowed in the formula.

QUESTION 84

Roll-up Summary Fields work with Opportunity Line Items to Opportunities?

- A. True
- B. False

Correct Answer: A

Explanation:

Opportunity Line Items are in a master-detail relationship with Opportunities being the master and Opportunity line items being the child.

Roll up summaries are available for the master records in a master-child relationship.

QUESTION 85

Controls are no longer supported by SFDC.

- A. True

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