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1. When on PE (no workflow) or it fits the criteria listed below:
2. Opportunity triggered on the Amount and Probability field thresholds
3. Limited routing functionality is okay
4. Specific only to opportunities

### **QUESTION 180**

CORRECT TEXT

When should you consider Opportunity Update Reminders?

#### **Correct Answer:**

1. When on PE (no work flow) or it fits the criteria listed below:
2. Opportunity triggered on a SCHEDULED basis only (rather than event)
3. Limited number of fields in the alert
4. Inflexible formatting is okay
5. Specifically for opportunities

### **QUESTION 181**

CORRECT TEXT

When should you consider System Debug Log?

#### **Correct Answer:**

Requires View All Data profile permission

To see behind-the-scenes details Of Apex

1. Validation rules
2. Workflow rules
3. Approval processes
4. Assignment rules
5. Auto-response rules
6. Escalation rules

### **QUESTION 182**

When should you use Apex? Select all that apply.

- A. Adding visual elements to the UI
- B. Attaching business logic to a data event (insert, update, delete)
- C. Augment behavior that applies when accessing data through the UI
- D. Have logic that executes regardless of where the event originates (UI/S- Control/Web services API)
- E. Want to process multiple records at the same time
- F. Use classes when coding Apex that will be used by other developers.

**Correct Answer:** BDEF

### **QUESTION 183**

When would you use a web application or web control?

- A. When you have a visual force page
- B. When you have a master detail roll-up summary field
- C. When you are integrating with an external system

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- D. When you have highly customized UI or business logic functionality that cannot be accommodated by s-controls.

**Correct Answer:** D

### **QUESTION 184**

CORRECT TEXT

Where are custom buttons NOT available?

**Correct Answer:**

1. Web to Lead
2. Web to Case
3. User Object

### **QUESTION 185**

Where are Sales force's web services capabilities defined? Choose 2.

- A. Company Information
- B. Subscription Agreement
- C. WSDL
- D. API Documentation

**Correct Answer:** CD

### **QUESTION 186**

Where can you find the Forcc.com IDE tool?

- A. Setup| Create | Apps
- B. Setup| Create | Packages
- C. Setup |Develop | Tools
- D. Setup Develop | API

**Correct Answer:** C

### **QUESTION 187**

Where do I add IP addresses to the trusted set?

- A. Setup| Administration Setup |Security Controls| Network Access
- B. Setup| Administration Setup |Company Information
- C. Setup| Administration Setup |Users | Profiles
- D. Setup| Company Information

**Correct Answer:** A

### **QUESTION 188**

CORRECT TEXT

Where is additional information about the Excel Connector available?

**Correct Answer:**

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1. The ADN (App Exchange Developer Network)
2. <http://wiki.apexdevnet.com/index.php/Tools>

### **QUESTION 189**

Which App Exchange partners allows you to easily web-enable any object without needing to use the API to develop custom web integrations? Select all that apply.

- A. Model Metrics wcb2anything
- B. Veer West form Assembly
- C. Click tools
- D. Vertical Response

**Correct Answer:** ABC

### **QUESTION 190**

Which are examples of dirty data?

- A. Duplicate Records
- B. Spelling/punctuation mistakes
- C. Incomplete records
- D. Free text spelling errors
- E. All of the above

**Correct Answer:** E

### **QUESTION 191**

Which are the four pillars of Sales force success? Select all that apply.

- A. Apps
- B. Force.com Platform
- C. Marketing Cloud
- D. Community
- E. App exchange

**Correct Answer:** ABDE

### **QUESTION 192**

Which cannot be customized in Ideas?

- A. Search layouts
- B. Half Life
- C. Page layout
- D. Communities

**Correct Answer:** C

### **QUESTION 193**

Which of the following are best practices towards enhancing productivity? Select all that apply.

- A. Minimize clicks
- B. Inline editing
- C. Tagging

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- D. Shortcuts
- E. Roll-up summaries
- F. Cross object formulas
- G. Hotkeys
- H. Auto complete lookups

**Correct Answer:** ABCDEFGH

### **QUESTION 194**

Which of the following arc hooks? Select all that apply.

- A. S-Control
- B. Apex Trigger
- C. Custom Link
- D. Web Tabs

**Correct Answer:** CD

### **QUESTION 195**

Which of the following are other approaches to using the built in wizards for mass-deleting records? Select all that apply.

- A. Reports
- B. Weekly Export
- C. Data Loader
- D. Excel Connector

**Correct Answer:** CD

### **QUESTION 196**

Which of the following arc standard sales force applications? Select all that apply.

- A. Sales
- B. Call Center
- C. Marketing
- D. Social Media
- E. HR mgmt

**Correct Answer:** ABC

### **QUESTION 197**

Which of the following are track able with the User Login Locations functionality? Select all that apply.

- A. Source IP address
- B. Originated from UI (not available in standard User report)
- C. Login Date

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- D. Device Type
- E. Browser

**Correct Answer:** ABC

### **QUESTION 198**

Which of the following is not a characteristic of web applications or web controls?

- A. Runs on a customer-hosted web server
- B. Runs on SFDC web server
- C. Has a custom VI (generally ASP.NET or JSP),
- D. Uses the Force.com API to read or modify SFDC data,
- E. Are generally used for highly customized UI or business logic functionality that cannot be accommodated by controls.

**Correct Answer:** B

### **QUESTION 199**

Which of the following will make it easier for users to reach merge tools?

- A. Build a custom button /link to the merge wizard
- B. Merge using the Kxcel Connector
- C. Be granted delete rights to merge leads
- D. All of the above

**Correct Answer:** D

### **QUESTION 200**

Which tools provide SQL-like control in receiving data from Sales force? Select all that apply.

- A. Reports
- B. Data loader
- C. Excel Connector
- D. Weekly export

**Correct Answer:** BC

### **QUESTION 201**

Which would you not find under Setup/Develop?

- A. Apps
- B. Apex Classes
- C. API
- D. S-Controls

**Correct Answer:** A