QUESTION 202
Who are the three types of users that can grant Sharing privileges on a given record? Select all that apply.

A. Owner
B. Anyone higher in the role hierarchy
C. Systems admin
D. Group Members
E. Executives

Correct Answer: ABC

QUESTION 203
CORRECT TEXT
Why are 2 important reasons for admins to check the size of a data set on a mobile configuration before activating it.

Correct Answer:
1. To make sure that performance on the mobile device won't be severely impacted
2. To ensure the data will not be over the max limit set by administrator

QUESTION 204
CORRECT TEXT
Why is it important to allow regions to choose their field labels and pick list values?

Correct Answer:
To get regional buy-in, language translation helps to cut down any confusion or discrepancy.

QUESTION 205
CORRECT TEXT
Why is the "My" versus "All' ' reporting critical to successful global adoption?

Correct Answer:
To create as few reports as possible.
The "my" feature automatically limits reports to show each individual users' information.
This safes the effort of creating individual reports for each user,then further modified by localization, etc.

QUESTION 206
Why might it be necessary to override buttons that you remove from the page layout?

A. To preserve screen real estate
B. Buttons can't be removed
C. To prevent users from using hot keys or keyboard shortcuts to access the function of the button

Correct Answer: C

QUESTION 207
When requesting a log analysis for Sales force's information Security department, an administrator will NOT get it.

A. An encrypted version of the log file.
B. the User ID of the person being investigated,
C. coaching on how to create the actual view of information
D. the password to decrypt the log file in the same document as the log file.

Correct Answer: D

QUESTION 208
How does an administrator create an opportunity business process that by passes a sales representative's immediate manager and goes directly to the CEO for approval when a deal is worth more than 1 Million dollars?

A. Create a workflow rule with a field update that sets the sales representative's immediate manager to be the CEO if the deal is larger than 1 million dollars.
B. Create an approval process that skips to the CEO approval step if the deal is > $1 million
C. Create a workflow rule with a tome-based trigger that alerts the CEO if a 1 million dollar deal has not been updated within 2 days.

Correct Answer: B

QUESTION 209
Which technology is useful for Visual force controller developers to have experience with?
Choose 2.

A. Java
B. HTML
C. Java Script
D. Java Server Pages

Correct Answer: AB

QUESTION 210
If a primary object on a custom report type is a custom object, what happens if the custom object is deleted?

A. The custom report type will be deleted.
B. The custom report type will not be deleted.
C. The custom report type and any reports created from it will be automatically deleted.
D. The custom report type will be deleted but any reports created from it will remain available.

Correct Answer: C

QUESTION 211
An administrator would like to compare a field or expression to a list of static values. Which of the following functions should be used?

A. ISNUMBER
B. CONTAINS
C. TRIM
D. VALUE

Correct Answer: B

QUESTION 212
Which statement is FALSE regarding Visual force?

A. It allows developers to replace the standard page layouts within the Sales force use r interface with completely customer pages.
B. It uses Apex for advanced business logic.
C. It is available to users of all editions.
D. It is available to users of Enterprise. Unlimited, and Developer Edition s Only.

Correct Answer: D

QUESTION 213
A company has set the organization wide defaults for all objects to private. Which profile setting would allow a user to access all of the accounts within the organization and ONLY the cases they own?

A. Public for Accounts
B. Modify All Data
C. Read for Accounts
D. View All for Accounts

Correct Answer: D

QUESTION 214
When using Sales force Territory Management, Accounts and Users can be in multiple territories, but an Opportunity can only be associated with a single territory. How is an Opportunity assigned to a territory?

A. To the territory of the user who is a forecast user
B. To the account's original territory upon initialization
C. To the territory of t he user that owns the related account
D. By the intersection of the user's territory and the account territory

Correct Answer: D

QUESTION 215
Sales force will automatically archive older activities that meet certain criteria (for example, events with due dates greater than 365 days). Where does a user go to view these records?

A. Recycle Bin
B. Activity history related list
C. Activities home page view
D. Storage usage link under Setup

Correct Answer: B

QUESTION 216
Which permission must a user have to trace in real-time using the system log?

A. "View All Data" permission
B. "Manage Users" permission
C. "Manage Call Center" permission
D. "View Encrypted Data" permission

Correct Answer: A

QUESTION 217
An admin wants to extract and then delete tile attachments. What is the easiest method of extract file attachments?

A. Data Loader Export features
B. Weekly Data Export Service
C. Web Service API " Get Attachments" method
D. The App Exchange Attachment Manager application

Correct Answer: B

QUESTION 218
A business process in which every U.S. based account should fall Into one of six different regions needs to be created. The account field should also be inherited by the Opportunity. How could this be accomplished? Choose 2.

A. Validation Rule
B. Workflow held Update
C. Formula Field
D. Assignment Rule

Correct Answer: BC

QUESTION 219
Which of the following use cases for custom buttons? Choose 3.

A. Perform an action against a list of records
B. Automate processes
C. Pre- populate data
D. Perform a calculation on a report

Correct Answer: ABC

QUESTION 220
How would an administrator ensure that users are not able to edit account records owned by other users?

A.   Set the organization wide default for accounts to Public Read/Write
B.   Remove edit access from the account object on the user profile.
C.   Set the organization wide default for accounts to Public Read Only.
D.   Override the Edit button on the account object with an Apex trigger to limit edit access to account
     owners only

Correct Answer: C

QUESTION 221
Which of the following is NOT part of the Force.com platform?

A.   App Exchange
B.   Sales force Ideas
C.   User Interface
D.   Global, trusted, secure infrastructure

Correct Answer: D

QUESTION 222
What does Connect for Microsoft Office include? Choose 2.

A.   Microsoft Word add-in.
B.   Microsoft Excel add-in.
C.   Microsoft Project add-in.
D.   Microsoft Power Point add-in.

Correct Answer: AB

QUESTION 223
What should never be done when creating a profile with restricted login settings?

A.   Assign the administrator to this new profile.
B.   Use the Data Loader to update user records to this new profile.
C.   Use t he Data Loader to update user records to their original profiles.
D.   Set the login hours of the new profile to prevent logins to the system.

Correct Answer: A

QUESTION 224
Which process CANNOT be automated in Sales force by a system administrator?

A.   Deleting: when any record needs to be removed from the system
B.   Updating, when information needs to dynamically change
C.   Routing: when someone needs to take ownership of an issue
D.   Integrating: when information needs to be passed to a different system

Correct Answer: D

QUESTION 225
When overriding a standard button that is not the Save button, which feature can be used to