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QUESTION 1

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.

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

Correct Answer: B

QUESTION 2

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

Correct Answer: Check the answer in explanation.

1.

 Advanced Currency Management

2.

 Regional Price Books

3.

 Delegated Administration

4.

 Custom Profiles

5.

 Translation Workbench

6.

 Regional Home Page Layouts

QUESTION 3

What are the symptoms of a sharing model that is too private?

Select all that apply.

A. Lots of duplicate records.

B. Users always have to manually share records.

C. There are a large number of sharing rules in the organization

D. Administrators have a lot of requests for more record access E) Only A, C, and D

Correct Answer: ABC

QUESTION 4

On Sales force console if a user want to see more fields in Parent object mini layout while viewing Child Detail Page.

A. Change Mini Page Layout

B. Change Page Layout

C. Change Console Layout

D. Change Mini Console layout

Correct Answer: A

QUESTION 5

Where within the user interface is the force.com IDE available for download?

A. Setup > Develop > Components

B. Setup > Develop >Tools

C. Setup > Create > Packages

D. Setup > Create > Apps

Correct Answer: B

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