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QUESTION 1

On Lead Conversion a Lead Object Custom field can not be mapped to Which Object custom field?

A. Account

B. Contacts

C. Case

D. Opportunity

Correct Answer: C

QUESTION 2

Which action type is represented by an icon in the process visualizer? Choose 2 answers

A. Request rejection details

B. View recall details

C. Start a new task

D. Send an email alert

Correct Answer: CD

QUESTION 3

Clients do not have to enable Customizable forecasting before they can ask salesforce to activate Territory Management.

A. True B. False

Correct Answer: B

QUESTION 4

Based on existing Master-Detail and Lookup relationships between objects, Sys Admins can create Custom Report Types to:

A. Choose which standard and custom objects to display

B. Select which fields can be used as columns

C. Define both inner and outer joins

Correct Answer: ABC

QUESTION 5

When you transfer an Account which of the following objects are automatically transferred?

A. Contacts (on business accounts only), attachments, open opportunities owned by the current account owner

B. Contacts (on business accounts only), attachments, notes, open activities, open opportunities owned by the current account owner

C. Attachments, notes, open activities, open opportunities owned by the current account owner

D. Contacts (on business accounts only), attachments, notes, open activities

Correct Answer: B

QUESTION 6

If your company\\'s fiscal year follows the Gregorian calendar, you must use Custom Fiscal Years.

A. True

B. False

Correct Answer: B

QUESTION 7

When are the formula fields Re - Calculated?

A. Every 15 minutes

B. Every time they are seen

C. After every DML Operation

D. Admin can set the time of Refresh

Correct Answer: B

QUESTION 8

Will two different users get the same search results on searching for a common keyword?

A. Yes

B. No

Correct Answer: B

QUESTION 9

Which of the following can be done on the Activity Settings page at Your Name | Setup | Customize | Activities | Activity Settings?

A. Enable Group Tasks.

B. Mass transfer activities.

C. Enable Email Tracking.

D. Show Event Details on Multi-User Calendar View.

E. Enable Email Attachements.

F. Change the Activities page layout.

Correct Answer: ACD

QUESTION 10

Ursa Major Solar is importing data and has many records that do NOT meet the data validation criteria. What will occur?

A. The import process will require user authentication in order to import the invalid records.

B. The import process will ignore the data validation criteria.

C. The import process will abort when it encounters the first invalid record.

D. The import process will fail, but only for the records with invalid data.

Correct Answer: D

QUESTION 11

It is possible for a User to own a record and not see it if they don\\'t have the Read Permission to the Object.

A. True

B. False

Correct Answer: A

QUESTION 12

What does a workflow approval process do?

A. It electronically captures a business approval on a SF data record.

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Correct Answer: A

QUESTION 13

Record Types are not available in Select the right choice

A. Developer Edition

B. Enterprise Edition

C. Unlimited Edition

D. Professional Edition

Correct Answer: D

QUESTION 14

How can Chatter feed for content can be used? Choose 2 answers

A. To store Chatter posts in content

B. To share files from a workspace to a feed

C. To link a workspace to a Chatter from content

D. To search for files posted to Chatter from content

Correct Answer: BD

QUESTION 15

Which of the following chart types does not support Combination Chart?

A. Line

B. Horizontal Bar

C. Vertical Bar

D. Funnel Chart

E. Donut

F. Line Cumulative

Correct Answer: DE

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