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**Vendor:** Salesforce

**Exam Code:** DEV-401

**Exam Name:** Building Applications with Force.com and  
Visualforce

**Version:** Demo

## Exam A

### QUESTION 1

With Metadata API you can move configuration changes between sandbox and production environments:

- A. True
- B. False

**Correct Answer:** A

### QUESTION 2

Which of the following are the 3 layers of an application? (Select all that apply)

- A. User Interface
- B. Business Logic
- C. Business Data
- D. Data Model E. Objects

**Correct Answer:** ABD

### QUESTION 3

Data and process-centric applications are best suited for Force.com.

- A. True
- B. False

**Correct Answer:** A

### QUESTION 4

What are the 4 Declarative Application building blocks of the User Interface? (Select all that apply)

- A. Visualforce Pages
- B. Applications
- C. Tabs
- D. Workflow
- E. Page Layouts
- F. Record Types

**Correct Answer:** BCEF

### QUESTION 5

Building your Data Model True or False The limit on the number of custom fields per object depends on the Salesforce edition.

- A. True
- B. False

**Correct Answer:** A

### QUESTION 6

Encrypted fields can be edited regardless of whether you have the "View Encrypted Data" permission.

- A. True
- B. False

**Correct Answer:** A

### QUESTION 7

Which of the following are true about custom objects? (Select all that apply):

- A. Salesforce provides a set of custom objects that you can use to store data.
- B. After you create a custom object, you need to add the user interface.
- C. Custom objects come with an infrastructure including reporting, auditing and access control.
- D. When you create a custom object, you get a direct access to the database.
- E. Custom objects are reportable and search

**Correct Answer:** CE

**QUESTION 8**

Identify the correct statements about dependent picklists (Select all that apply):

- A. Standard picklists can be controlling fields but not dependent fields
- B. The maximum number of values allowed in a controlling field is 400
- C. Before defining a dependency, you should ensure that your picklist has at least 1 value
- D. A custom multi-select picklist can be set at the controlling field for a dependent field
- E. If a field represents both a controlling field

**Correct Answer:** ACE

**QUESTION 9**

If a lookup field is optional, what actions can you define for the field if someone deletes a referenced lookup record? (Select all that apply)

- A. Clear the value of this field
- B. Delete all records which contain this reference
- C. Don't allow deletion of the lookup record that's part of a lookup relationship
- D. Delete this record also

**Correct Answer:** ACD

**QUESTION 10**

Master Detail Relationship can contain a standard object on the detail side.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 11**

In a Master-Detail Relationship, ownership and access to the child record are determined by the parent record

- A. True
- B. False

**Correct Answer:** A

**QUESTION 12**

Master-Detail Relationship, the parent field on the child record can be optional.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 13**

In a Lookup relationship, cross-object field updates and roll-up summary fields can be done.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 14**

Reports can only display 1 child object at a time.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 15**

A Junction object is a custom object on the detail side of TWO relationships and is used to connect 2 objects you want to relate together and is sometimes called a "Many to Many" relationship.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 16**

Which of the following statements are true about a lookup relationship? (Select all that apply):

- A. A maximum of 2 relationships are allowed per object
- B. A lookup relationship can span to multiple layers
- C. A parent record is required for each child
- D. A lookup field is not a required field
- E. Access to parent determines access to children

**Correct Answer:** BD

**QUESTION 17**

You cannot relate records from the same object via an relationship field.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 18**

When a cross object formula references currency fields of a different currency to that on the record where the formula is used, Salesforce randomly picks one currency to use.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 19**

You cannot reference cross-object formulas in roll-up summary fields.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 20**

What tools available to move migration changes (metadata)? (Select all that apply)

- A. Change Sets
- B. DataLoader
- C. Force.com IDE
- D. Force.com Migration Tool (ANT-Based)

**Correct Answer:** ACD

**QUESTION 21**

Approval processes are not available in a change set.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 22**

What happens if 1 component of a change set fails to deploy?

- A. Except the failed component, all other components of the change set get deployed
- B. The entire change set gets deployed
- C. The entire change set fails to deploy
- D. The deployment time increases

**Correct Answer:** C

**QUESTION 23**

Change sets can be used to move data and metadata from one organization to another.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 24**

Sharing rules are used to further restrict access defined in the Organization-wide Default settings.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 25**

If a developer wants to set up access in such a way that managers always see records owned by their subordinates, which feature should the developer use?

- A. Organization-wide defaults
- B. Role hierarchy
- C. Manual Sharing
- D. Profiles

**Correct Answer:** B

**QUESTION 26**

If a user needs to give access to just one record, which feature should they use?

- A. Roles
- B. Role Hierarchy
- C. Profile Setting
- D. Manual Sharing

**Correct Answer:** D

**QUESTION 27**

What is the most restrictive Organization-wide default?

- A. Read/Write
- B. Read Only
- C. Private
- D. Hidden

**Correct Answer:** C

**QUESTION 28**

Which statement is true?

- A. Child records in mater-detail relationships have their own org-wide defaults.
- B. Org-wide defaults can be set for both standard and custom objects.
- C. Only read/write access can be granted through sharing rules.
- D. Sharing rules are used to restrict access to records.

**Correct Answer:** B

**QUESTION 29**

Which users can grant sharing privileges on a given record? (Select all that apply)

- A. System Administrators
- B. Manager
- C. Owner of the record
- D. Users above the owner of the record in the role hierarchy
- E. Users below the owner in the role hierarchy

**Correct Answer:** ACD

**QUESTION 30**

What are the permissions that allow a system administrator to manage an application? (select all that apply)

- A. View All Data
- B. Read
- C. Create
- D. Modify All Data
- E. Edit All Data

**Correct Answer:** A

**QUESTION 31**

Standard Profiles can be customized to fit your organization's requirements.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 32**

Identify all statements that are true:

- A. If you remove access to an app from a profiles, the users in that profile will still be able to see the tabs in that application.
- B. If you hide a tab from a profile, the users in that profile will not be able to see records for that object.
- C. If you have 2 records types for an object, you need to have 2 page layouts for that object.
- D. If a user does not have access to a specific record type, they will still be

**Correct Answer:** ABD

**QUESTION 33**

A field hidden by field-level security is still visible through the API.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 34**

What can you use to limit available picklist options? (Choose 1)

- A. Page Layouts
- B. Record Types
- C. Field Level Security
- D. Profiles

**Correct Answer:** B

**QUESTION 35**

While filling out positions, the hiring manager wants to view job responsibilities and job description at the top of the page; The recruiter wants to view the name of the hiring manager and the status at the top. Which tool would you use to meet this requirement?

- A. Record Types
- B. Field Level Security
- C. Page Layouts

**Correct Answer:** C

**QUESTION 36**

When creating technical positions, the hiring manager must fill out the certification requirements for the position. When creating non-technical positions, such as positions in Sales & Finance, the certification fields are not required and therefore must not be visible. Which tool would you use to meet the requirements?

- A. Record types
- B. Field-level security
- C. Page Layouts
- D. Page Layouts with Record Types

**Correct Answer:** D

**QUESTION 37**

Interviewers should never be able to view a candidate's social security number. Which tool would you use to meet this requirement?

- A. Record types

- B. Field-level security
- C. Page Layouts
- D. Page Layouts with Record Types

**Correct Answer:** B

**QUESTION 38**

Which feature establishes the baseline level of access a user has to records they do not own?

- A. Roles
- B. Organization-wide defaults
- C. Profiles
- D. Sharing Rules

**Correct Answer:** B

**QUESTION 39**

If a developer wants interviewers to view positions, but to never view the Pay Grade listed for a position, which tool would the developer use?

- A. Field-level security on positions
- B. Page Layouts
- C. Field-level security on grades
- D. Record types

**Correct Answer:** A

**QUESTION 40**

How can a developer restrict access to records?

- A. By changing the organization-wide defaults
- B. By creating manual sharing
- C. By creating a new role hierarchy
- D. By creating a public group

**Correct Answer:** A

**QUESTION 41**

Which function verifies the format of the data?

- A. CASE
- B. ISNEW
- C. REGEX
- D. IF

**Correct Answer:** C

**QUESTION 42**

Which of the following statements are true? (Select all that apply.)

- A. The ISCHANGED function compares the value of a field with its previous value and returns TRUE if the values are different. If the values are the same, this function returns FALSE.
- B. The ISNUMBER function determines if a text value is a number and returns TRUE if it is; otherwise, it returns FALSE.
- C. The ISNEW function compares a text field to a regular expression

**Correct Answer:** AB



**QUESTION 43**

Which of the following actions are tracked in debug logs? (Select all that apply.)

- A. Database changes
- B. Manual workflow processes
- C. Request-response HTML
- D. Resources used by an Apex script

**Correct Answer:** AD

**QUESTION 44**

When are validation rules applied?

- A. When a user saves a record.
- B. When a user views a record.
- C. When a user exports a record.
- D. When a user reports on a record.

**Correct Answer:** A

**QUESTION 45**

Identify the features of a workflow rule. (Select all that apply.)

- A. It triggers an action when a record meets the criteria for the rule.
- B. It can trigger only immediate actions.
- C. It is evaluated before the rule is created.
- D. It can be triggered on import of data.

**Correct Answer:** AD

**QUESTION 46**

Time-Dependent workflow can be used when a workflow rule is set to evaluate Every time a record is created or updated.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 47**

Select the actions that can be associated with a workflow rule? (Select all that apply.)

- A. Send an email
- B. Send an outbound message
- C. Create a record
- D. Update a field
- E. Create a task
- F. Send an inbound message

**Correct Answer:** ABDE

**QUESTION 48**

The only way to test whether a time-dependent workflow rule is executing as expected is to wait.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 49**

If a record that has an action pending against it in the time-based workflow queue is modified so that the record no longer meets the criteria or the timing changes, the action will be updated in the queue.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 50**

If a record no longer meets the time based workflow rule criteria, the action executes as originally triggered

- A. True
- B. False

**Correct Answer:** A

**QUESTION 51**

The option to skip to the next step is available only if a step has subsequent steps.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 52**

In a multistep process, when do you decide the decision criteria and approval assignment?

- A. Creating initial submission actions
- B. Defining recall actions
- C. Deciding step definition
- D. Setting final approval actions

**Correct Answer:** C

**QUESTION 53**

How many versions of a flow can be active at one time?

- A. 1
- B. 2
- C. 3
- D. 4

**Correct Answer:** A

**QUESTION 54**

What are the different ways a flow can be deployed? (Select all that apply.)

- A. Custom button
- B. Custom link
- C. Visualforce page
- D. Apex trigger
- E. Field Updates
- F. Custom actions

**Correct Answer:** ABC

**QUESTION 55**

Which of the following statements are true about field history tracking? (Select all that apply.)

- A. it allows developer s to choose only custom fields for tracking changes.
- B. It allows developers to choose up to 20 fields per object for tracking changes.
- C. It does not track old and new values for long text area fields and multi-select picklists.
- D. It replaces an old entry with a new entry in the History related list, any time a user modifies any of the standard

**Correct Answer:** BC

**QUESTION 56**

Which of the following statements about setup audit trail are true? (Select all that apply.)

- A. Tracks setup changes made by developers and administrators
- B. Displays 20 most recent changes
- C. Tracks only the date of change
- D. Tracks changes to data in custom object records

**Correct Answer:** AB

**QUESTION 57**

The Created Date field can be updated on a record using the Inserting System Fields feature.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 58**

What are ways in which you can obtain a record's ID? (Select all that apply.)

- A. URL
- B. Reports
- C. Data Loader
- D. On each record
- E. Import Wizard

**Correct Answer:** ABC

**QUESTION 59**

Data Loader does not use the SOAP-based Web services by default.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 60**

What does development mode enable? (Select all that apply)

- A. Inline editor
- B. File check In and out
- C. Page creation
- D. Development sandbox

**Correct Answer:** AC

**QUESTION 61**

What type of content can be include in Visualforce pages? (Select all that apply.)

- A. Text
- B. HTML
- C. JavaScript
- D. Flash

**Correct Answer:** ABCD

**QUESTION 62**

Which of the following best defines controllers?

- A. A set of instructions specifying what happens when a user interacts with the components specified in the page. Available for all standard and custom objects.
- B. These contain the code for displaying a custom user Interface, and are a combination of standard Web technologies such as HTML JavaScript (including AJAX), and Flex.
- C. These are either standard or custom UI const

**Correct Answer:** A

**QUESTION 63**

Script tags allow you to create JavaScript (or other types of) functions that can be used with in your pages.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 64**

You can only use Style tags to change the look and feel of a page.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 65**

You can use the component to deploy a flow within a Visualforce page

- A. True
- B. False

**Correct Answer:** A

**QUESTION 66**

A standard field can be marked as external id field.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 67**

A standard field can be marked as external id field.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 68**

While adding a contact role to an Account which of these contacts a counter available?

- A. Contacts present in the related list of that Account
- B. All Contacts from the Contact object.

**Correct Answer:** B

**QUESTION 69**

Which of these standard fields can be tracked through Field HistoryTracking?

- A. Name
- B. Owner
- C. Created By
- D. Last Modified By

**Correct Answer:** AB

**QUESTION 70**

Standard picklist fields can be either controlling fields or dependent fields.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 71**

Custom picklist fields can be either controlling or dependent fields.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 72**

A field marked as 'Required' on an object (while creating the field itself on the object by checking the checkbox for 'Required Always require a value in this field in order to save a record') can be overridden to make this field 'Read-Only' by checking the 'Read-Only' checkbox on the page layout.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 73**

Record types can be used to determine

- A. picklist values
- B. business processes (using different page layouts)
- C. Both of above

**Correct Answer:** C

**QUESTION 74**

Which of these can edit a record during an approval process?

- A. Only Administrator
- B. Only Current approver
- C. Both of above

**Correct Answer:** AC

**QUESTION 75**

Submitters can always recall approval requests.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 76**

If the entry criteria for a step in an approval process are not met, then the record gets rejected.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 77**

If an approver rejects an approval request, then the final rejection actions are always executed.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 78**

New approval steps can be added to an active approval process only if it is deactivated.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 79**

Records can enter an approval process based on

- A. Based on criteria.
- B. If 'All records enter this approval process' checkbox is checked, then all records of that object which are submitted for approval would enter this approval process.
- C. Only A is valid
- D. Only B is valid
- E. Both A and B are valid

**Correct Answer:** A

**QUESTION 80**

Records can enter a step in an approval process based on

- A. Based on criteria
- B. If 'All records enter this step' checkbox is checked, then all records which have entered this approval process, would enter this step of the approval process
- C. Only A is valid
- D. Only B is valid

E. Both A and B are valid.

**Correct Answer:** C

**QUESTION 81**

Specifying entry criteria is compulsory for

- A. Workflow rule
- B. Approval process
- C. Both workflow rule and approval process
- D. Neither workflow rule nor approval process

**Correct Answer:** A

**QUESTION 82**

If the record submitted does not meet the entry criteria of any active approval process, then the record gets rejected.

- A. True
- B. False

**Correct Answer:** B

**QUESTION 83**

Rollup summary can be created for

- A. Master-detail relationship
- B. Lookup relationship
- C. Both of above

**Correct Answer:** A

**QUESTION 84**

A user faces problem while logging into Salesforce. What should administrator do?

- A. Change IP address of the machine
- B. Unlock the user
- C. See login history

**Correct Answer:** C

**QUESTION 85**

Universal Containers has two teams - sales team and marketing team. For sales team all stages of lead lifecycle should be available while for marketing team only 3 stages should be available.

How can the administrator ensure this?

- A. Create validation rule
- B. Create two different lead processes for sales team and marketing team
- C. Create workflow rule
- D. Create approval process

**Correct Answer:** B

**QUESTION 86**

What license is needed to install or uninstall apps from AppExchange?

- A. Install package license

- B. Uninstall package license
- C. Manage package license.

**Correct Answer: C**

**QUESTION 87**

Force.com is good for

- A. data centric apps
- B. process centric apps
- C. both of above

**Correct Answer: C**

**QUESTION 88**

Roll up summary field and Cross object formula field can be created only for master detail relationship.

- A. True
- B. False

**Correct Answer: B**

**QUESTION 89**

Field level security and record types work at

- A. profile level
- B. record level

**Correct Answer: A**

**QUESTION 90**

Sharing rules can be more restrictive than the Organization Wide Default.

- A. True
- B. False

**Correct Answer: B**

**QUESTION 91**

Apex sharing reason can be used for

- A. Manual sharing of records or one-off sharing which is done on a record basis
- B. General sharing rule
- C. Both of above

**Correct Answer: A**

**QUESTION 92**

'Status' is a picklist of the Account object having value 'Open' or 'Closed'. It is possible to create a sharing rule to share only those Accounts whose 'Status' is 'Open'.

- A. True
- B. False

**Correct Answer: B**

**QUESTION 93**

Organization wide default (OWD) & sharing rules are applied at the



- A. profile level
- B. object level
- C. record level

**Correct Answer:** BC

**QUESTION 94**

Organization wide default (OWD) is the first check used for determining access to records a user does not own.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 95**

Automating business processes is possible using

- A. workflow
- B. approval processes
- C. both of above

**Correct Answer:** C

**QUESTION 96**

Checkbox can be controlling field only and not a dependant field.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 97**

Multi select picklist can be dependant field only and not a controlling field.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 98**

External id can be created for field of type text, number or email.

- A. True
- B. False

**Correct Answer:** A

**QUESTION 99**

In Developer Edition, Validation rule for the 'Account Site' field (field of type text) of Account object is, ISCHANGED( Site ) && OwnerId < > \$User.Id to make sure that if the 'Account Site' field has been modified and the user is not the owner of the Account record, then an error message would be shown. The System Administrator has Read All, Modify All permission for the Account record. So the System Administrator will be able to modify the 'Account Site' field of the

- A. True
- B. False

**Correct Answer:** B

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