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QUESTION 1

Ursa Major Solar is bringing a new type of solar panel to market. An Administrator needs to create a Sales Process for this new product.

What are three considerations for the Administrator in this scenario? (Choose three.)

A. The Record Type\'s Page Layout is assigned to Users through their Profile assignments.

B. All Picklist values on the Page Layout must be added to the Master Picklist Value List or be active values.

C. An Opportunity Record Type will need to be created and assigned to the Sales Process.

D. The Record Type Name assignment becomes permanent upon Save of a new Record Type.

E. Adding a new value to the Record Type Master Picklist Value List adds the value to all existing Record Type picklists.

Correct Answer: ABE

QUESTION 2

What are the Org Wide Default permission options?

A. Public, Read, Write (Transfer on Leads/Cases)

B. Public Read, Write

C. Public Read Only

D. Private

E. Controlled by Parent (on Master-Detail Relationships).

Correct Answer: ABCDE

QUESTION 3

Which objects support business processes?

A. Opportunities

B. Leads

C. Campaigns

D. Accounts

E. Solutions

F. Cases

G. Contacts

Correct Answer: ABEF

QUESTION 4

Task Records are "to-do" lists, are date sensitive, and must be completed before they move to my Activity History.

A. True

B. False

Correct Answer: A

QUESTION 5

Which of the following are enhancements included in the Spring 11 release?

A. All profiles get access to the report builder by default.

B. The old report wizard is totally phased out.

C. Group and Professional Edition organizations can use report builder.

D. You get scatter charts, a new chart type for reports.

E. Chatter feed posts now has a "like" option.

Correct Answer: ACD

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