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QUESTION 1

If using Customizable forecasting there is a separate forecast role hierarchy

- A. True
- B. False

Correct Answer: A

QUESTION 2

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

- A. Account
- B. Contacts
- C. Case
- D. Opportunity

Correct Answer: C

QUESTION 3

You convert a lead that is linked to multiple campaigns what is inserted into the opportunity Campaign Source field?

- A. The campaign source field is left empty
- B. The campaign with the most recently updated member status is mapped to the new opportunity
- C. The first campaign linked to the lead, based on time stamp, is mapped to the new opportunity

Correct Answer: B

QUESTION 4

Report are available on the following tabs

- A. Home tab
- B. Report Tab
- C. Opp Tab
- D. Account tab
- E. Contacts Tab

Correct Answer: B

QUESTION 5

You will need a security token to access Salesforce via (choose all that apply)

- A. Import Wizard
- B. Data Loader
- C. Salesforce for Outlook
- D. All of the above

Correct Answer: BC

QUESTION 6

The Salesforce Console is an example of what?

- A. API
- B. Third Party Web integration/Application
- C. UI
- D. Java Script

Correct Answer: C

QUESTION 7

A cross object formula references fields from parent objects.

- A. True
- B. False

Correct Answer: A

QUESTION 8

A Sales VP wishes to view Dashboard data by region within his territory - what feature will allow this?

- A. Dynamic Dashboards
- B. Dashboard Filters
- C. Dashboard Snapshots

D. This is not possible

Correct Answer: B

QUESTION 9

The Documents tab does NOT contain version control capabilities

A. True

B. False

Correct Answer: A

QUESTION 10

What is the maximum of time triggers per Workflow Rule?

A. 5

B. 10

C. 15

D. 20

Correct Answer: B

QUESTION 11

When Chatter is enabled in an org, the following happens (choose all that apply).

A. The Chatter app is added to the Force.com app menu

B. The Chatter tab is added to all standard apps

C. Accounts, Contacts, Cases, Leads and Opportunities are enabled for Chatter

D. All users are added to the All Chatter group

E. All of the above

Correct Answer: ABC

QUESTION 12

When a record is deleted it sits in the recycling bin for 30 days

A. True

B. False

Correct Answer: B

Reference: https://help.salesforce.com/articleView?id=home_delete.htm&type=5

QUESTION 13

Which of the following are true about the field type "Text Area(Long)" ?

- A. 1) Maximum length of 32,000 chars. 2) Any length from 0 to 32,000 chars. is allowed 3) Line breaks do not count towards the max length of the field 4) This data type is not available for activities or products on opportunities
- B. 1) Maximum length of 3200 chars. 2) Any length from 256 to 32,000 chars. is allowed 3) Line breaks do not count towards the max length of the field 4) This data type is not available for activities or products on opportunities
- C. 1) Maximum length of 32,000 chars. 2) Any length from 256 to 32,000 chars. is allowed 3) Line breaks count towards the max length of the field 4) This data type is available for activities or products on opportunities
- D. 1) Maximum length of 32,000 chars. 2) Any length from 256 to 32,000 chars. is allowed 3) Line breaks count towards the max length of the field 4) This data type is not available for activities or products on opportunities

Correct Answer: D

QUESTION 14

A Dashboard is a visual representation of data from multiple reports and (choose all that apply)

- A. Is comprised of up to 20 components
- B. Displays data from standard reports
- C. Has a running user to determine what data is visible
- D. Displays data as of the last time the dashboard was refreshed
- E. Always shows up to date data
- F. Can be scheduled to be refreshed and emailed automatically

Correct Answer: ACDF

QUESTION 15

Auto response rules can be used to send an automated yet tailored response to customers based on the information they provide via the Web-to-lead form.

A. True

B. False

Correct Answer: A

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