

# DEV-401<sup>Q&As</sup>

Building Applications with Force.com and Visualforce

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## QUESTION 1

Which of these can have only one of them active at a time?

- A. Validation rule
- B. Assignment rule
- C. Auto-response rule
- D. Workflow rule
- E. Escalation rule
- F. Approval process
- G. Sharing rule

Correct Answer: BCE

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## QUESTION 2

Which of these records can be activated? Account, Opportunity, Lead, Case, Product, Campaign, Contract, Contact

Correct Answer: Product, Contract, Campaign

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## QUESTION 3

While creating record type specifying associated process is compulsory (like Sales process for Opportunity or Support process for Case or Lead process for Lead or Solution process for Solution) OR while creating process specifying associated record type is compulsory?

Correct Answer: While creating record type specifying associated process is compulsory. So process has to be created first.

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## QUESTION 4

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

- A. True
- B. False

Correct Answer: B

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## QUESTION 5

An Account record is owned by user A. For user B the 'Sharing' option would appear on this record if

- A. User B has 'View All' permission at profile level for Account
- B. User B has 'Modify All' permission at profile level for Account
- C. OWD of Account is public read/write
- D. User B has 'Delete' permission at profile level for Account.

Correct Answer: B

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## QUESTION 6

When would creation of master-detail relationship fail?

Correct Answer: detail relationships. A standard object can be a child object only in a lookup relationship, not in a master-detail relationship.

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## QUESTION 7

Which of these standard objects cannot be shared? Account, Opportunity, Lead, Case, Product, Campaign, Contract, Contact

Correct Answer: Product, Contract

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## QUESTION 8

To check if a field's value has changed or not using validation rule, which function should be used?

Correct Answer: ISCHANGED

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## QUESTION 9

What is the Process Visualizer used for?

Correct Answer: It is used to view the graphical representation of an Approval Process. It can be launched by clicking the 'View Diagram' button on the Approval Process detail page. A section called Legend gives a summary of the icons used in the approval process.

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## QUESTION 10

What is a price book?

Correct Answer: Price Books are a list of products with specifically defined unit prices and currencies. A price book can be set up for multiple currencies. When organizing products into price books, keep in mind that an opportunity or quote can include products only from a single price book. To add or edit products in a price book, click the price book name.

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## QUESTION 11

What is campaign influence?

Correct Answer: Because opportunities are usually influenced by more than one campaign, the campaign influence feature allows you to manually or automatically associate multiple influential campaigns to a single opportunity.

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## QUESTION 12

Which are the dashboard types?

Correct Answer: Charts (Horizontal bar chart, Vertical bar chart, Line chart, Pie chart, Donut chart, Funnel chart), Gauges, Tables, Metrics, Visualforce pages.

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## QUESTION 13

'Modify all' if checked at the profile level, always overrides the OWD setting.

A. True

B. False

Correct Answer: A

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## QUESTION 14

User B has created an Associate record. At the profile level, the profile 'Custom-Recruiter' of User A has only Read, Create access for Associate. OWD of Associate is 'Public Read/Write'. What access will User A have for the record created by User B?

A. Read and Edit because OWD can make record access lesser restrictive, \\'Public Read/Write\\' is lesser restrictive than read-only

B. Only Read

Correct Answer: B

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## QUESTION 15

OWD of Account is private then OWD of Opportunity can be private or public read-only or public read/write.

A. True

B. False

Correct Answer: B

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