Purple

1. Sales representatives don’t have to create leads, delete account, delete or mass update. How can do the administrator ?
2. Update OWD
3. Update stantard profile
4. Create a customised profile
5. Attribuate a new role
6. Where the multilinguage solution functionnality of research can be activate ? (2 answers)
7. In the solution onglet
8. Public knowledge *reference*
9. Salesforce Content
10. Self-service content
11. A workflow rule has been started with a temporal action. This workflow appears in the queue when it’s created. When it will be deleted ?
12. When a validation rule will be started by the record
13. When the action will be deleted of the queue
14. When a record starts the same Workflow rule
15. When a record does’t match with the criterion rule
16. Content Universal administrator will create a personalised field to follow a specific support user of 2nd level on one of the business file. Which type of data must be used when a personalised fiel dis created ?
17. Hierarchic relation
18. Research filter
19. Research relation
20. Formula
21. Which one of those statements on Data.com are corrects ? (2 answers)
22. It allows to delete doubloons
23. It needs other licences
24. It allows to plan a regular cleaning of the datas
25. It allows to enrich accounts, requests, leads and opportunities
26. The OWD are in the private model. When we do reqests escalate, requests are attributed to a support agent of 2nd level. So, how the administrator can accord to the commercial team a write and read access on all the reqests escalated ?
27. Sharing rule on criterion
28. Sharing rule on the own
29. Escalating rule
30. Validation rule
31. Which graphic type can use summary rules ? (2 answers)
32. Measure
33. Indicator
34. Linear
35. Table
36. Which OWD access allows the update of fields owner of requests ?
37. Private
38. Public access in reading model only
39. Public access in reading/ writting model
40. Public access in reading/ writting/ transfert model
41. Which elements appear on the page named : « My unresolved elements » of the user once the synchronization is started from Outlook ? (2 answers)
42. Requests which are not attribuated to a contact
43. Notes which are not associated to a field
44. E-mails which are not associated to a field
45. Contacts which are not attribuated to an account
46. Cite Chatter functionalities. (3 answers)
47. Remarks
48. Feeds
49. Favorites
50. Events
51. Recommandation
52. If two objects are in a parent-child relation, how can an user access to the child field from the parent field ?
53. Research field
54. Related list
55. Customised link
56. Child field
57. How can we enrich Salesforce Content ? (2 answers)
58. Chatter files
59. Documents
60. Bookcases
61. Attachment
62. Which is not available as a licence ?
63. Content
64. Console
65. Service Cloud
66. Marketing
67. If in a specific situation OWD are in a private model, how can we open the access to records ? (2 answers)
68. With public groups
69. With teams
70. With profiles
71. With role hierarchy
72. Containers Universal’s commercials see to much results on their opportunities reports. What can we do if they only want to see opportunities of their team ? (2 answers)
73. Thanks to filters in reports
74. Put reports in private files
75. Restrict the acces to files
76. Restrict OWD
77. What is possible to change on a standard field ? (3 answers)
78. API name
79. Field label
80. Help text
81. Picklist values
82. Field type
83. What are feature licences available in SF ? (2 answers)
84. Console user
85. Service Cloud user
86. Opportunity user
87. Knowledge reference user
88. The closing date of an opportunity is set on the 07/30/2015 and the administrator has created a workflow executing a time triggered action, that starts on the 07/23/2015. What is happening if an user change the closing date before the 07/23/2015 ?
89. The action starts on the 07/23/2015
90. The action appears in a queue
91. The action starts on the 30/07/2015
92. The action won’t sart
93. There are two different record types for an object but some user can’t access to both of it, why ? (2 answers)
94. There isn’t a page layout associated to
95. The record type is not activate
96. The record type is not selected as a default value
97. The record type isn’t attributed to right profiles
98. An user connects himself out of his IP range and outside the perimeter of his company. The IP adress of connexion is already recorded in SF, so what’s happening ?
99. He can connect himself
100. He can’t connect himself
101. He can connect himself once his connexion is activated
102. How can we follow records associated to Campaign from Opportunity ?
103. Related list
104. Lookup
105. Cross-object formula
106. What’s happened when an user records a product whithout price ?
107. No price will be associated to the record
108. The record will take the price of the standard catalog
109. The record will take the price of the customised catalog
110. Which permissions we find in the user profile ? (3 answers)
111. Marketing user
112. Mass message
113. Execute reports
114. Active
115. Object permission
116. An user is trying to connect himself out of his IP adress user but in the IP adress of the company ? What’s happened ? A. The user have to activate the computer

B. The user don’t have to activate the computer

C. The user can’t connect himself

D. The user will have to answer a secret question

25. Using Web to lead with an automatic answer, what’s needed to answer according to the form language ?

A. An e-mail model per language and an automatic answer rule

B. An e-mail model per language and an assignment rule

C. An e-mail model per language and a Workflow rule

D. An e-mail model without any distinction rule

26. A customised object of investigation associated to accounts have been created. We want the investigation associated from the account object and we want accounts from the investigate object. What shall we do ?

A. Create a lookup relationship on the investigate object

B. Create a related list to the account

C. Create a cross object formula

27. Which possible actions are there to update field with a Workflow ? (2 answers)

A. Update record type

B. Change formula value

C. Update field on child object

D. Update picklist value

28. How can we associate opportunities to campaign ? (2 answers)

A. Thanks to the related list «Impact on campaign »

B. Thanks to the related list « Historic of campaign »

C. Thanks to the field « Primary supply of campaign »

D. By creating a new field which is a lookup relationship type

29. How can we synchronise SF with an external financial tool ?

A. With Data Loader

B. With Excel Connector

C. With ID external field

30. What is possible to activate in the user interface ? (2 answers)

A. The hover link of related lists

B. List views of advance profile

C. Activate Console

D. Mass editing

31. When an user creates a picklist field of control, which type of field isn’t a dependant field ? (2 answers)

A. A standard picklist field

B. A customised picklist field

C. A customised picklist field with multiple selection

D. A customised checkbox

32. We want to add in the opportunity object a picklist value in the stage field « verbal agreement ». Where does the admin have to make the update in order to appear this new stage ?

A. Multiple picklist field

B. Recording type

C. Sales process

D. Layout page

E. Updating roles

33. Which field type choose to insert text, image or an hypertext link ?

A. Text region + image field

B. Text region (enriched)

C. Text region

D. Text region (long)

34. What has the admin to make during the creation of a recording type ?

A. Attribuate it to profiles

B. Create a layout page

C. Select picklist field which appears in layout pages

35. What can we find on AppExchange ? (2 answers)

A. Exchange of reports and dashbords

B. Complete SF

C. Download the Console

D. Exchange tricks with other users

36. What is the easiest method to update in mass lead supplies on certain opportunities ?

A. Export opportunities and update with Data Loader

B. Create a list view for opportunities and update with the online edition

C. Create assignement rules for appropriate leads

D. Export opportunities and update with data import wizzard

37. We need to make an easy solution which allows to collect client needs and share with them layouts. What the admin has to do ?

A. Add clients on Chatter private group

B. Add clients to the SF library

C. Share requests with clients in reading model

D. Create a Workflow with a sending e-mail action to clients

38. Which tool we have to use to save automatically SF datas on a monthly basis ?

A. Data service export

B. Printable list views

C. Export details with reports

39. How can we add a content in Salesforce CRM ?

A. Knowledge basis

B. Chatter file

C. Library

D. Answers Community

40. The sales manager of the Society A wants to make a report of opportunities grouped by sales stage. Which report type will be better for him to use ?

A. Summary

B. All reports

C. Matrix

D. Tabular

41. Which objects can we map when we do a lead conversion ? (3 answers)

A. Contacts

B. Accounts

C. Requests

D. Opportunities

42. An administrator has created two picklist field : Manufacturer and Model. Is it possible to match fields in order to the selected choice in the picklist field Manufacturer changes the choice in the picklist field Model ?

A. Yes, the picklist field Manufacturer controls the dependant picklist field Model

B. No, because both are customised fields

C. Yes, because the picklist field Manufacturer is the dependant picklist field and the picklist field Model is controller picklist field

D. It’s impossible to make this through picklist fields

43. If OWD are in a Read/Write public model, which parameter is needed to restrict the access to an object ?

A. Role hierarchy

B. Recording type

C. Profile

D. Layout pages

44. Which possibilities can we use to record leads on SF ? (2 answers)

A. Web to Leads

B. Leads importation

C. E-mail to Leads

D. Leads assignement

45. A marketing manager wants to generate a list of contacts to make a list of mailing. Which report type should be the most appropriate ?

A. Hierarchisation rule

B. E-mail to requests

C. Web to requests

D. Assignement rule

46. The client service manager wants to attribuate automatically requests to most appropriate agents to manage requests. Which tool could be use ?

A. Hierarchisation rule

B. E-mail to requests

C. Web to requests

D. Assignement rule

47. What should an administrator be aware before importing record in SF ? (2 answers)

A. Datas must be de-duplicated in the importation file before the importation

B. Default currency field values will be defined in the locale section of the user’s record in the import file

C. The import file should include the user’s record for each record

D. Validation rules don’t start when datas are imported by data import wizzard

48. Which elements are components of the profile ? (3 answers)

A. Layout page

B. Field security

C. Recording tupe

D. Role

49. A multiple customised picklist could be a control fiel for a dependant field.

A. Right

B. Wrong

50. Campaign members are : (2 answers)

A. Marketing users

B. Leads

C. Contacts

D. Marketing team

51. What is required to create a campaign hierarchy ? (2 answers)

A. A standard user profile

B. Activate Marketing User in the user detail page

C. Autorisation of campaigns creation

D. A Marketing manager role

52. What is impossible to configure in profiles ?

A. Execution authorisations of Visualforce pages

B. Create AppExchange packages

C. Activate functional licences

D. Create report and dashboard files

53. Which different access are possible to reports file ? (3 answers)

A. Visualizer

B. Contributer

C. Editor

D. Manager

54. Export of customised reports is possible : (2 answers)

A. With .xls

B. With .pdf

C. With .csv

D. In printable view

E. Reports export is impossible

55. Which report type match with customised summary formulas (3 answers) ?

A. Tabular

B. Summary

C. Matrix

D. Joined

56. Which report type match with the conditionnal selection ? (2 answers)

A. Tabular

B. Summary

C. Matrix

D. Joined

57. Which datas importation tool allow to start Workflow rules during the importation ?

A. Data import wizzard

B. Data Loader

58. Which tool an user should choose to import 40 000 opportunities’ records ?

A. Data import wizzard

B. Data Loader

59. The importation of dooblons’ records is impossible with Data Loader.

A. Right

B. Wrong

60. How could we customise an activity ? (3 answers)

A. Validation rule

B. Assignement rule

C. Workflow rule

D. Customised fields