1. Which fields are automatically indexed in salesforce?(select 3)
a)Auto-number b)External Id field c)Relationships Fields d)Owner Field
Ans:- b, c, d

2. In Developer edition how much storage space we get when we signup for org?
a)5MB b)10MB c)15MB d)20MB
Ans:- a

3. When do salesforce releases happen in a year?
a)Spring,Summer,Autumn,Winter
b) Spring,Summer,Autumn
c) Summer,Autumn,Winter
d)Spring , Summer, Winter
Ans:- d

4. A custom object called Position has a Date field called start_Date. When a user inserts a
value into the field ,it should always accept a date that occurs in future.How will a developer
leverage this?
a)Create Formula field to check if start_date>today()
b)Create a Validation Rule to check if start_Date<=today() and from error if condition is true
c)Create a validation rule to throw error if start_date is a future date.
d)No need of any validation rule as if a system validation which throws error automatically.
Ans:-b

5. What are the salesforce standard Profiles(select 3)
a)Marketing User b)Sales VP c)Chatter Free User d)ReadOnly e)Sales Rep
Ans:- a, c, d

6. A developer has created a flow called candidate wizard to create candidates records and activated a version. An end user wants to use the flow to create records. Which of the
following permissions should the end users be having on his profile?
a)Read & Create permissions in the object CRUD
b)Read,Create & Edit permissions in the object CRUD
c)Read, Create & Edit permissions in the object CRUD and
Run Flows permission
d)None of the above
Ans:-c


7.Which of the following summaries is NOT a valid summaries for Roll-up summary field?

a)COUNT b)SUM c)MIN d)AVERAGE

Ans:- d


8. To login into salesforce from external tool (like data loader ) what authentication
information is needed?
a)MetadataServersURL, Username, password
b)Username , Password
c)Connection , Security Token
d)Username , MetadataURL
Ans:-b

9. What settings can you specify on a profile ? choose 2 options.
a)revokes of sharing permission
b)Enable record types
c)Enables creates read, creates edit and delete on.
d)Specify language
Ans:-b, c

10.What is App exchange?
a)It's a market place where salesforce develops the product
b)A platform service provided by salesforce
c)A place where developers can collaborate to exchange thoughts
d)A community where users can generate ideas.
Ans:-a

11. In salesforce MVC architecture ,what is view component?
a)Custom fields
b)Validation rules
c)Visualforce page
d)Apex
Ans:- c

12. A manager in an organization wants to share specific fields of data to his subordinates
that only he has access to. What is the best way to share specific fields of data?Choose 2
options
a)Run as Dashboards
b) Folder Permission on a Report
c)Run as Scheduled reports
d)Folder Permission on a Dashboard
Ans:-A, c

13.An admin wants to enable field history tracking on Account object.From where admin can do this.
a)By selecting dependency button in fields
b)By selecting field g history tracking buttons in Fields & Object
c)In profile go to account object and enable field
d)Go to account object page layout.
Ans:- b

14. A custom field is made as Read-Only in FLS for a user. What is the effect of this operation for auser(non-administrator) who inserts data from data loader? Choose most appropriate option?
a)Users can enter the fields successfully
b)Users cannot insert the value into the field
c)Data is inserted successfully with the null values
d)None of the above
Ans:- b

15.Which of these components belongs to Model of the Model View-Controller design
Paradigm? Choose most three options.
a)Custom Relationship
b)Custom Page layout
c)Custom object
d)Custom Field
e)Workflow Rules
Ans:- a, c, d

16. Which are the following ways of implementing data security in Salesforce ?
a)Object Level Security
b)Record Level Security
c)Field Level Security
d)All of the above
Ans:- d

17)A formula contains reference to another formula in an expression?State true or false?
a)TRUE b)False
Ans:- True

18)which of the following statement about Text field are True?

A)Maximum length is 255 characters. It shows the data is multiple line. We cannot make the Texttype field as external id.
B) Maximum length is 255 characters. It shows the data is Single line. We can make the Text typefield as external id.
C) Maximum length is 255 characters. It shows the data is multiple line. We can make the Text typefield as external id.
D) Maximum length is 256 characters. It shows the data is single line. We can make the Text typefield as external id.
Ans :-b

19. Which of the following statement is not true about custom tab? Choose 2 options.
a)Custom tab is always associated with an object
b) You can define your own icon & color for the tab style.besides the one that comes with salesforce
c)You can add your own splash screen for a custom tab
d)Custom tab are visible to the user
Ans :- b, c

20. View all and Modify All permissions will NOT open up access to all objects records,regardless ofrecord-level access settings.
a)TRUE b)FALSE
Ans :- b

21.How salesforce implements object level security?
a)Roles b)Profiles c)Sharing rules d)Manual sharing
Ans:-b

22.How can we create Many to Many relationship in salesforce?
a)Create an object and one MD-relationship field with the parent object
b) Create an object and two MD-relationship fields with the parent objects
c) Create an object and one MD and one lookup -relationship fields with the parent objects

d) Create an object and two lookup relationship fields with the parent objects

Ans :-b

23. In formula fields, What is the maximum size of a formula expression?

a)300 bytes b)2000 bytes c)4000 bytes d)5000 bytes

Ans:- a

24. While creating roll-up summary field, the summarized object should be

a)Child object and relationship type should be lookup

b) Child object and relationship type should be Master-detail

c) parent object and relationship type should be lookup

d) parent object and relationship type should be Master-detail

Ans :-d

25. A formula that spans two related objects and reference fields on those objects is called

as _____

a)Sample Formula

b)Single Object Formula

c)Multiple Object Formula

d)Cross-Object Formula

Ans :- d

26. Which item most closely relate to the view layer of the model view controller Paradigm?

Choose most two appropriate options.

a) Page Layout

b) Validation Rules

c) Custom tab

d) Custom field

Ans:- a, d

27. Which field we cannot create in child object if it has data?
a) Number Field
b)Formula Field
c)Master-Detail Field
d)Lookup Field
Ans:- c

28. If User "A" has Read, Create, Edit access on object "A" and user "B" doesn't have access onObject "X". There is a Role Hierarchy in which user "A" reports to User "B" .What will happen to therecords of the object "X" for User "B".
a)User "B" will get Read Write access on records of object "X".
b)User "B" cannot access the records of object "X".
c) User "B" will get Read-Only access on records of object "X".
d) User "B" will get Full access on records of object "X".
Ans :- b, c

29. How many criteria based sharing rules we can create per one object?
a)30 b)40 c)50 d)100
Ans :- c

30.In a data model for a shopping application, the Order and the OrderDetail objects has Master-Detail relationship. Client want to count the OrderDetails for every order.What type of field you wouldrecommend?
a)Roll-up Summary field
b)Simple Formula field
c)Cross-object Formula field
d)Single Object Formula field
Ans :- a

31.On which type of field we can create external Id field? (Select 3)
a)Phone b)Text c)Email d)Date e)Number
Ans:-b, c, e

32. Which type of fields calculate values using fields within a single record?
a) Roll-up Summary field
b) Formula field
c) Currency field
d) Data field
Ans:-b

33. Which of the following is not a cloud Type?
a) Health Cloud b) Public Cloud c) Hybrid Cloud d) Privaste Cloud
Ans :- a

34. What are the consideration to enable my domain?(Select 2)
a) VF page URL's will change
b) Assign domain to a specific profile
c) Once domain registered it cannot be reversed
d) Login Salesforce.com cannot be used to login to org once domain is separated
Ans:- a, c

35. A custom object tab is created with tab settings as "Default On" for System
administrator profile. But the tab is not included any of the applications. Which of the followingstatement is true for a Administrator? Choose most appropriate option.
a) The tab is directly visible to the administrator in every application as it default and no need to
explicitly include it to any application
b) The tab will only visible to administrator in "All Tabs" unless it is included to applications
c) A tab cannot be created without including it to any of the applications
d) A tab cannot be set to default on if it is not included to any of the applications

Ans :-d

36. Currently Salesforce Support how many different types of UI?
A)2 B)3 C)4 D)5
Ans :- b


37. Can a single sharing rule be written to have both ownership based conditions and criteria based conditions in the rule and dynamically share the records with different public groups?
A ) Yes it is possible.
b) Yes , but features is available only on custom
c) No , it is not possible
d) Yes , it is possible only on Accounts
Ans:- a

38. In Custom Object on how many fields we can enable field history?
a)10 b)15 c)20 d)25
Ans:- c

39. Which salesforce editions supports full-featured CRM functionality and support for small
scale companies?
a)Essentials
b)Professional Edition
c)Enterprise Edition
d)Unlimited Edition
Ans:- b

40. Using a formula field .how would a developer calculate the number of days since a record hasbeen created .The CreateDate field is a date time field?
a)TODAY() ==DATEVALUE(CreatedDate)
b)NOW() ==DATEVALUE(CreatedDate)
c) TODAY() ==CreatedDate

d) CreatedDate == TODAY()

Ans:- a

41. An Administrator is configuring a formula and want to check whether the expression has a value or not. Which of the below given function should be used?

a)ISNEW

b)ISVALUE

c)ISBLANK

d)ISEMPTY

Ans:- c

42. What is not possible to view in the Debug Logs?

A) Workflow formula evaluation result

B)Assignment rules

c)Formula Field Calculations

d)Auto Response Rules it is visible in the Debug logs

e)Validation Rules

f)Resources used by Apex Script

Ans:- c

43. With which layer of model-view –controller paradigm do standard or custom objects areassociated with?

a)View b)Model c)Controller d)View and Controller

Ans:- b

44. In Which Salesforce instances would there be identical IDs?

a)Production, Full-Sandbox

b)Production, Full Sandbox , Apex Sandbox

c) Production, Full Sandbox, Config only, Apex Sandbox

d)Salesforce.com never represents records IDs.

Ans:- A

45. A custom object named as Job_Application has a lookup relationship with another custom objectcalled Position. On Position

page layout, there is a related list that displays the list of RelatedJob_Application. In the related list currently Job_Application name is the only field
that displayed. Management wants to include few more columns in the related list.How will thedeveloper implement this using declarative approach?
a)Create a VisualForce Page and use a page block table/data table
b) Create a VisualForce Page and use tag.
c)Customize the related list properties to include the column
d)Cannot be implemented as it is a lookup relationship.
Ans :- d


46. Which of the following is NOT a valid category of function?

a)Date and Time Functions

b)Arithmetic Functions
c)Math Functions
d)Logical Functions
Ans :- b

47. Admin wants to show the total number of days since the case is opened to end users.Which typeof field admin should use?
a)Roll-up Summary
b)Text
c)Formula
d)Number
Ans:- c

48. Universal Containers needs to make all records of an object visible to all users when it is in
"Approved" status. The records are created with "New" status and are only visible to a select
set of users. How will a developer implement this? Choose the Right answer

a)Set the object level sharing to Private, add a workflow rule to update the sharing rule when statuschanges.

b) Set the object level sharing to Public Read-Only, restrict the sharing when status is 'New'.

c) Set the object level sharing to Private, create a public group with appropriate users, modifymanual sharing to public group based on status

d)Create role hierarchy, modify the user profiles when status changes

Ans:- c


49.Identify the correct validation rule which validates that the Registration_Date__c data field

contains a data within the current year.

a)YEAR( Registration_Date__c)<>TODAY()

b) YEAR( Registration_Date__c)<> YEAR (TODAY() )

c) Registration_Date__c<> YEAR(TODAY() )

d) Registration_Date__c<>TODAY()

Ans:- b


50. A developer needs to make a field that is normally accessible by most users inaccessible on thereport wizard for specific users. What the best method to fulfill that requirement?

a) Field level security

b) Remove the field from the page layout

c) Remove the field from the user profile

d) Change my display under personal settings

Ans :- a


51. Which fields automatically Indexed in Salesforce? (Select 3)

a)Auto-number Field

b)External ID Field

c)Relationship Field

d)Owner Field

Ans :- b,c, d

52. In a master-child relationship between a standard object and custom object. Which of the
following statements is NOT true. Please select two (2) items
a) Standard object is always the master
b) Custom Object is always the master
c) Custom object is always a child
d) Standard or custom object can be a master
e) Standard object is never a child
Ans :-b, c, d (2 or 3 check question)

53. Which of the following is not a salesforce product?
a)Sales Cloud
b)Accounting Cloud
c)Service Cloud
d) Marketing Cloud
Ans:-b


54. An application was designed without considering requirements for reports are dashboard.

Which of the following statements is TRUE.
a) The data model will support all the requirements of the application including reports and
dashboards
b) Reports are part of the application and application design will take care of it.

c) No special considerations for reports or dashboard are required as salesforce can natively take

care of the requirements.
d) The data model and the application will not cater for reports and dashboards
Ans:- d

55. which of the following ways to create a custom object?(Select 2)
a)From Object Manager Tab in Lightning Experiences
b) Using Schema builder
c) Using Flow builder
d) Using App builder
Ans :- a, b

56. What is true about Encrypted Fields?
a) They are available in Validation Rules or Apex Scripts even if the user is not having thepermission
'View Encrypted Data'.
b) Encrypted fields can be converted to other field types
c) A custom field can be converted to Encrypted Field.
d) In Email Templates, if an encrypted field needs to be displayed without the mask character, theUser who receives the email, should have 'View Encrypted Data' permission.
Ans :- a

57. A custom object Job_Application has a lookup relationship with another custom object called
Candidate.On the lookup field in Job_Application , currently candidate name field which is an auto-number is the only field that is visible in the lookup dialog.Management wants to
display few more candidate like first_Name, Last_Name and email_Id on the lookup
dialog.How will a developer meet this requirement using any declarative approach feature?
Choose Most appropriate options.
a)Additional fields from candidate object cannot displayed using declaration.
b)It is not possible to implement this requirement as candidate is a custom.
c)It is not possible to meet this requirement as there is a look-up relationship between Objects.

d)Customize the lookup dialog in search layouts to include required field.
Ans :- d

58.What type of custom fields can be used as External ID? Choose 3 options
a)Text Field which is Unique.
b) Text Field which is required.
c) Text Field which is Encrypted.
d)Date
e) Email
Ans:-a, b, e

59.Identify the valid statement about Page Layout. Choose 3 options.
a) They can have 1 or 2 or 3 column sections only
b) You can add a custom detail , list button.
c) You can hide a section header Detail view or Edit view or Both views.
d) We can add blank spaces instead of fields.
e) Preview the layout for different profiles.
Ans:- a, b, e

60. How does salesforce enforces data access using rule hierarchy? Choose most appropriate
options.
a)Users are given access to the records owned by the users who are below the role hierarchy.
b) Users are given access to the records owned by the users who shares the same role on the role
hierarchy.
c) Users are given access to the records accessible by the users who are below the role hierarchy.
d) Users are given access to the records accessible by the users who are above the role hierarchy.
Ans :- b

61. An admin created two roles as regional head and regional manager. Regional managers
reports to Regional Head in role hierarchy. Regional manager created records of a custom
object Regional_Sales__c Regional Head not able to see these records.What could be the
reason?
a)Regional_Sales__c OWD is Private .
b)Grant Access Using Hierarchies check box is not checked for Regional_Sales__c.
c) Regional_Sales__c OWD is Public Read Only.
d)Regional Manager and Regional Head users are not in same profile.

Ans:- b

62. What settings can you specify on a profile. Select 2 options
a) Revoke sharing permissions
b) Enable record types
c) Enable create read, create, edit, and delete on objects
d) Specify language
Ans :-b, c

63. Which data type allows to create Roll-up Summary field?
a)Text
b)Rollup
c) Master-Detail
d)Number
Ans :- c

64. How many fields custom object have?
a)100
b)500
c)250
d)1000
Ans :- b

65. what should a system administrator use to disable access to a custom application for a group ofusers?
a)Profiles b)Sharing Rules c)Web Tabs d)Page layouts
Ans :- a

66. Which of the following is a type of valid Name Field?
a)Number b)Formula c)Checkbox d)Auto-Number
Ans :-d

67. Standard Picklist fields can be controlling or dependent?
a)True b)false
Ans :- b

68. what is true about Master-Detail relationship? (Select 2)
a)You cannot delete child object
b)When the parent record is deleted , all child records will be deleted
c)You have to expose the master-detail field on the child object page layout
d)You can have a child record without the parent record.
Ans :-b, c

69. Can you use an IF statement in Formula field?
A)True b)false
Ans :-a

70.What are required pieces of a validation rule?
a)Error Message b)Condition formula c)Description d)Return value
e)Rule Name
Ans :- a, b, e

71. A user's profile does not have any permissions to view a custom object.However theorganization wide defaults for the custom objects are set to Public Read/Write. Users with
this profile will still be able to access the custom object?

a)True b)False
Ans :- b

72. How can you make a field mandatory?
a)Check the required field box for the field on the record type
b)Check the required field box on the field definition.
c)Creating a validation rule for the field.
d)Check the required field box on the page layout.
Ans :- b, c, d


73.Before code can deployed in production , what percentage of test coverage must be
achieved?
a)25 b)100 c)50 d) 75
Ans :-d

74. What is the correct way to describe Model view-architecture?
a)Model: Standard and Custom Objects ; View: Visualforce Pages; Controller: Validation Rule
b)Model :Schema Builder ; View :List views; Controller: setup Console
c)Model: Standard and Custom Objects ; View: Visualforce Pages; Controller: Apex Code
d)Model : Apex code ; View : List views ;Controller : setup console
Ans :- c

75. universal containers needs to create a roll-up summary field on a custom object that
counts the number of related records on another custom object.What type of field must exist
before the roll-up summary can be created and where should it be loacated?
a)A lookup relationship field on the parent object.
b) A lookup relationship field on the child object.
c) A master-detail relationship field on the parent object.

d) A master-detail relationship field on the child object.
Ans :- d

76. If a child record in a master-detail relationship is deleted , the parent is deleted.
a) TRUE b)FALSE
Ans :- b

77. What is the default OWD value for a newly created object?
a)Private
b)Public Read Only
c)Controlled By Parent
d)Public Read/Write
Ans :- d

78. Which salesforce edition allows to create unlimited custom apps?

Ans:- D. Unlimited Edition

79. Permission sets is used to give additional access to users.

Ans:- a) true

80. Which of the following resources are used in declarative approach?

Ans:- D. All of the Above ( approval,process,flow)

81. In a data model of an application, Job application and review objects has Master-Detail
relationship where job application is parent of review. What will be the relationship name for
child-to-parent relationship?
a. Review__c

b. Reviews__r
**c. Job_Application__c**
d. Job_Application__r

Ans:- c

82. An app builder configured an approval process to give more % discounts on products.This
approved process should be invoked automatically.Suggest the correct tool to implement this

Ans:- D.Process Builder

83. Which of the following is a valid access level a sharing rule can provide on the shared
records?

Ans:- A. Read-Only

84. Admin wants to create an Auto-number field.What is the maximum number of characters
can be included in the field?
Ans: c 30

85. Identify the valid statements with respect to Encrypted fields
Ans:-B, C, D, E
B.Encrypted fields are not searchable and can not be used to define report criteria.
C.Encrypted fields can be included in search results, report results.
D.They are not available for use in filters such as list views, reports, roll-up summary
fields, and rule filters.
E. Encrypted fields are not available in lead conversion, workflow rule criteria or

formulas, formula fields, outbound messages, default values, and Web-to-Lead and
Web-to-Case forms.

86. An app builder wants to post a message on chatter automatically. Which tool do you think
would be more appropriate?
Ans:- a process builder

87. Which of the following functions is not available in sfdc?
Choose the appropriate option
Ans_; E. CEIL

88. Which of the following is not a cloud service?
Ans:- ZAAS

89. How many  MD relationship ,we can create in one object?
Ans. B. 2

90.How many master relationships can be there per detail object.
Ans:- 2

91. How many lookup relationships can be there per child.
Ans:- 25

92.Which of the following falls under Declarative View Layer of Salesforce MVC pattern:
A. Field Creation
B. Record Types
C. Validation Rules
D. Force.com Sites
Ans.B

93. What is true about Id fields in salesforce.com?
Ans. D they can never be same all the organization

94. Which of the following return types are not available in formula fields?
Ans:- c, d, e

95. On which object we cannot create Sharing rules?
Ans:- c. detail object

96. Under which circumstances would the sharing button be enabled on a detail view for a record?
Ans:- c

97. Which of the following is a part of Service Cloud?
Ans:- b. Case Management

98. Test area(long) fields can be made mandatory at field level?
Ans:- B. false

99. Identify the correct validation rule which validates that the registeration_date__c date field contains a date within the current year.
Ans:- b