

1. Which is true about social accounts:
 - a. You can use social accounts data even when you are not logged into the social account.
 - b. you need a personal social account in order to see social account data
 - c. you can use social accounts to import data into salesforce
 - d. connection to social account is established thru a companywide "named principal"

Answer: - B

2. You want to use an External Data Object Table from Heroku carrying Product Category information. The data need to be included in Salesforce and searchable. What do you have to do before you can use the connection (choose two):
 - a. press "validate and sync"
 - b. choose "include in Salesforce searches" option
 - c. choose "include as index field"
 - d. URL / choose the URL (?)

Answer: - A, B

3. Person Accounts (choose two):
 - a. do use space in both account and contacts table
 - b. have the same icon as Business accounts
 - c. can only be merged with other person accounts
 - d. are enabled by default
 - e. are enabled via feature license

Answer: - A, C

4. Universal containers wants to rollout new product bundles with several pricing options. Pricing options include product-price bundles, account specific pricing and more. Which product satisfies the needs: (choose 1)
 - a. Custom App exchange-app for product-pricing
 - b. Workflow on Opportunity/Opportunity Product
 - c. Formula fields on Opportunity/Opportunity Product
 - d. Lightning process builder

Answer: - A (PROBABLY – D)

5. Which components can be added to a lightning app on custom Object: (choose 3)

- a. Visualforce
- b. Standard Lightning component
- c. Custom lightning component
- d. global actions
- e. object specific actions on the custom object

Answer: - B, C, D

6. Object specific actions cannot be added. Visualforce need to be embedded into a Lightning page.

Universal containers has a custom object "service" which has a lookup relationship to Account. Universal containers wants to enhance Salesforce1 with an action that allows account managers to enter a new service to an Account while looking at the account. (Choose one):

- a. enter a object specific action to Account and put it in the Account Layout
- b. enter a object specific action to Service and put it in the Account Layout
- c. enter a object specific action to Service and put it in the Service Layout
- d. enter a object specific action to Account and put it in the Service Layout

Answer: - A

7. Universal containers has included its orders as an external data object into Salesforce. You want to create a relationship between Accounts and the Orders object (one-to-many relationship) leveraging a key field for account which is on both external object and Account. Which relationship do you create:

- a. Lookup Relationship
- b. Master Detail Relationship
- c. Hierarchical Relationship
- d. external Lookup Relationship
- e. indirect Lookup Relationship
- f. Use an indirect lookup relationship when the external data doesn't include Salesforce record IDs.

Answer: - E

8. Universal containers has a custom object that has a M:M relationship with opportunityLineItem carrying price and amount information. In order to compute total amounts and total prices per Opportunity using Rollup summary fields, what field type will you use (choose one)

- a. Junction
- b. Master-Detail
- c. Lookup
- d. Crossobject

Answer: - B

9. Universal Container want to store an area code and wants to be able to search for it in searches. Which are possible fields to store the data (choose 2):

- a. Text
- b. Phone
- c. Email
- d. Multi Picklist

Answer: - A, B

10. Universal Container want to store an area code and wants to be able to search for it in applications (apex). Which are possible fields to store the data (choose 2):

- a. Text
- b. Phone
- c. Email
- d. Multi Picklist
- e. Number

Answer: - A, E

11. Universal Container installs an unmanaged package. Which of the following are true: (choose 2):

- a. Components of unmanaged packages can be edited
- b. Unmanaged packages can be upgraded
- c. Unmanaged packages have a namespace prefix
- d. Unmanaged packages don't have a version number
- e. Tests are executed during deployment

Answer: - A, E

12. Universal Container is using assignment rules to distribute cases to regional teams. Which of the following are true: (choose 1):

- a. it is possible to have multiple active assignment rules
- b. cases may be assigned to public groups (if configured)
- c. cases may be assigned to queues (if configured)
- d. a workflow field update can be used instead

Answer: - C

13. Field type conversion. Which of the following are true: (choose 2):
- a. data can be lost when converting from simple picklist to multi picklist
 - b. data can be lost when converting from autonumber to text
 - c. data can be lost when converting from number to currency (assuming that field lengths are identical)
 - d. information can be lost when converting from text area (rich) to text area (long)

Answer: - A, D

14. Universal containers want an org for development which can be refreshed in every 5 days with all the configuration and some data. What org do you choose:
- a. Full Sandbox
 - b. Developer Sandbox
 - c. Developer Pro Sandbox
 - d. Partial copy sandbox

Answer: - D

15. Users logs time into a custom object LogTime every day. An invoice is created once per month. Invoice is another custom object. What relationship can you create so that on an invoice you can have all the log time by a user?
- a. Master Detail on Invoice + Rollup Summary on it
 - b. Master Detail on LogTime + Rollup Summary on it
 - c. Lookup on Invoice + Formula to sum
 - d. Lookup on LogTime + Formula on sum

Answer: - B

16. I want to display 3 paragraphs on a field, which type should I choose? (Choose two)
- a. Text Field
 - b. Text Area
 - c. Text Area (Long)
 - d. Text Area (Rich)

Answer: - C, D

17. How to allow a user to enter multiple paragraphs worth of data. What field types to be used? (Choose two):
- a. Text Field
 - b. Text Area
 - c. Text Area (Long)
 - d. Text Area (Rich)

Answer: - C, D

18. When you want to create a Business process, what must you create?

- a. Sales Process
- b. Record Types
- c. Page Layouts.

Answer: - B

19. You have a custom object that has history records that you want to keep. Because you don't need some of the field, what you can do?

- a. Trigger + new object
- b. Workflow + new object
- c. Record type + page layout

Answer: - C

20. What can you include in a Salesforce1? (Choose 3)

- a. Visualforce Component
- b. Lightning Component
- c. Tab
- d. Action

Answer: - B, C, D

21. You can't see a VF in Salesforce1. What could be the reason? (Choose 2)

- a. Don't have a tab
- b. Not a lightning component
- c. No field access
- d. Not available on smart tab
- e. Not in the menu bar

Answer: - A, E

22. If a workflow is re-evaluated what will get re-evaluated

- a. Validations
- b. Workflows that have already fired
- c. Workflow rules that didn't fire before.

Answer: - C

23. What Sandbox can be refreshed every day. Choose 2.

- a. Developer
- b. Developer Pro
- c. Partial Sandbox
- d. Full Sandbox

Answer: - A, B

24. Which Sandbox can be refreshed every month?

- a. Developer
- b. Developer Pro
- c. Partial Data
- d. Full

Answer: - D

25. What is true regarding Picklist values in Record Types? (choose 3)

- a. Adding to Master automatically adds to all Record Types
- b. Adding a Picklist Value to Lead Status, Opportunity Stage requires that you add it to the desired Record Type
- c. Removing a Picklist Value from Master automatically removes the picklist value from any Record Types that have the value assigned
- d. Removing a Picklist Value from a Record Type will remove that value as an option on the Picklist. Any existing Data with that value will not have the value removed.

Answer: - A, B, D

26. What is true of Case Assignment Rules? (choose 2)

- a. You can assign Cases to a queue using Case Assignment Rules
- b. You can have more than 1 active rule
- c. You can have more than one entry per Assignment Rule
- d. You need to have Case Teams configured prior to activating Case Assignment Rules

Answer: - A, C

27. In Juratovic Realtors, a House custom object is used to track the Square Footage and the Value of a House. Multiple Houses can be related to a single Opportunity. How would you show the total Square Footage and total value of all related Houses on the Opportunity?
- a. Create a Master-Detail Relationship between Opportunity and House. Create 2 Roll-Up fields. One on Square Footage and one on Value.
 - b. Create a Master-Detail Relationship between Opportunity and House. Create 2 formula fields to calculate the total Square Footage and total Value.
 - c. Create a Lookup Relationship between Opportunity and House. Create 2 Roll-Up fields. One on Square Footage and one on Value.
 - d. Create a Lookup Relationship between Opportunity

Answer: - A

28. What should you consider when changing field types? (choose 3)
- a. Converting a Text Area (Rich) to a Text Area (Long) can result in a loss of data
 - b. Converting a custom Text field to an Auto-Number field will result in a loss of data
 - c. You cannot convert a Custom Field to a Formula Field
 - d. Converting a Picklist field to a Multi-Select Picklist field will not result in a loss of data

Answer: - A, C, D

29. What is true about Person Accounts? (choose 3)
- a. Person Accounts have different icons than Business Accounts
 - b. A Person Account can only be merged with another Person Account
 - c. A Person Account uses the storage of 1 Account and 1 Contact
 - d. Person Accounts are enabled in Salesforce by default

Answer: - A, B, C

30. What is true about Salesforce Social Accounts, Contacts, and Leads? (choose 2)
- a. In order to see social information about Accounts and Contacts, the user needs to be logged into their account
 - b. Information for all associated Social Networks are available in Salesforce1
 - c. Social Information is automatically imported to Accounts and Contacts
 - d. Social Information is imported to Accounts and Contacts after selecting a profile from a search in one or more Social Networks

Answer: - A, D

31. Which permission is required to install and uninstall packages from Salesforce AppExchange?

- a. Upload AppExchange Packages
- b. Manage Package Licenses
- c. Download AppExchange Packages
- d. Create AppExchange Packages

Answer: - C

32. Category: PlatAppBuilder_DataModelingandManagement

Which developer tool can be used to create a data model? (Choose 2)

- a. Schema Builder
- b. Force.com Data Loader
- c. Application Data Model Wizard
- d. Force.com IDE

Answer: - A, D

33. Which API cannot be used to create the data model? (Choose 3)

- a. Force.com API
- b. Force.com Single Sign-on API
- c. Force.com Metadata API
- d. AJAX Toolkit for Force.com

Answer: - A, C, D

34. Which of the following are not available in record type?

- a. Opportunity Stage
- b. Case status
- c. Lead status
- d. Solution Status
- e. All of above

Answer: - E

35. What determines whether a user can create a new record using a specific record type?

- a. Profile
- b. Field level security
- c. Page layout
- d. Sharing

Answer: - A

36. Which statement about record types is true?

- a. Record types can be used to define picklist values available for a given field
- b. The ability to create records of a specific record type is determined by the profile
- c. Users cannot view records assigned to a record type their profile does not have access to
- d. Record types can only be assigned to one profile at a time

Answer: - A, B

37. Which statements are true regarding Roll-Up Summary fields? (select all that apply)

- a. Once created, you cannot change the detail object selected or delete any field referenced in your roll-up summary definition.
- b. Because roll-up summary fields are not displayed on edit pages, you can use them in validation rules.
- c. Validation errors can display when saving either the detail or master record.
- d. Advanced currency management has no effect on roll-up summary fields.
- e. Automatically derived fields, such as current date or current user, are allowed in a roll-up summary field.

Answer: - A, B, C

38. Describe the ramifications of field updates and potential for recursion for the following scenario:
If a field update for Rule1 triggers Rule2, and a field update for Rule2 triggers Rule1.

- a. The updates create a loop and the org limits for workflow time triggers per hour will likely be violated.
- b. When the second trigger is saved a Imminent Loop Error message will be displayed and the workflow rule update will not save.
- c. The updates create a loop and the org be blocked until the admin resolves the issue
- d. Loop is allowed to run 25 times within one hour. If it does not end on its own the process will be stopped by R&D.

Answer: - A

39. What is true when a field update is set to re-evaluate the workflow rule? (Choose three)

- a. In a batch update, workflow is only retriggered on the entities where there is a change.
- b. Only workflow rules on the same object as the initial field update will be re-evaluated and triggered.
- c. Only workflow rules that didn't fire before will be retriggered.
- d. Cascade of workflow rule re-evaluation and triggering can happen up to ten times after the initial field update that started it.
- e. Any workflow rules whose criteria are met as a result of the field update will be ignored.

Answer: - A, B, C

40. Identify the field update limitations. (Choose three)

- a. Field updates that are executed as approval actions don't trigger workflow rules.
- b. Read-only fields like formula or auto-number fields aren't available for field updates.
- c. The results of a field update can't trigger additional rules such as validation, assignment, auto-response, or escalation rules.
- d. In a batch update, workflow is retriggered on all entities where there is a change.

Answer: - A, B, C

41. A salesperson at AW computing only see's the Social Contact's link for Twitter and not Facebook on his records. Why would this be happening?

- a. The administrator hasn't enabled Social Contacts for Facebook
- b. Facebook is no longer supported by Social Contacts
- c. The salesperson's login with Facebook has expired
- d. None of his Facebook contacts have confirmed the nature of their relationship

Answer: - A

42. Which social networks are available in the Lightning Experience and Salesforce1? (Select all that apply)

- a. Facebook
- b. Twitter
- c. LinkedIn
- d. Klout

Answer: - B

43. A Lightning Page is?

- a. A page you can access via a customer community.
- b. The new name for a Salesforce page layout.
- c. A custom layout for creating pages in Salesforce1.
- d. A compact, configurable, and reusable element.

Answer: - C

44. What can you build with the Lightning App Builder?

- a. At-a-glance, dashboard-style apps.
- b. Apps optimized for a particular task.
- c. Simple, single-page apps with drill-down capability.
- d. All of the above

Answer: - D

45. Actions on a Lightning Page allow you to do which of the following?

- a. Send email, create a task, and create or update records.
- b. Send email and delete or clone records.
- c. Clone records, add users, and assign permissions.
- d. Send email, send outbound messages, and launch a flow.

Answer: - A

46. In order to create an App Launcher component in lightning what must an admin do?
- Contact Salesforce to have the component activated for the Lightning App Builder.
 - Navigate to Setup-Customize-User Interface to enable the component for the Lightning App Builder.
 - Purchase a license for the Lightning App Builder.
 - Join the pilot Lightning App Builder team

Answer: - A

47. Identify the standard Lightning components. (Choose three)
- List View
 - Rich Text
 - Visualforce Page
 - Reports
 - Dashboards

Answer: - A, B, C

48. You can create global actions to let users create which of the following records? (Choose three)
- Event (without invitees)
 - Opportunity
 - Question
 - Users
 - Chatter Posts
 - Products

Answer: - A, B, C

Hint: You can create global actions to let users create these kinds of records.

- Account
- Campaign
- Case
- Contact
- Contract
- Custom objects
- Event (without invitees)
- Group
- Lead
- Opportunity
- Task
- Question

49. What standard Chatter actions (Post, File, Link, Poll, and Thanks) appear on the user profile page, regardless of the actions in the User page layout? (Choose three)

- a. Post
- b. File
- c. Poll
- d. Create
- e. Email

Answer: - A, B, C

Hint: - Post, File, Link, Poll

50. When a user creates a record by using an object-specific create action, what feed item for that record appears?

- a. In the Chatter feed of the user who created the record
- b. As the first entry in the feed for the new record
- c. In the feed for the record on which the new record was created
- d. In the user profile feed for all users who can view the record
- e. In the Chatter feed of the first user who follows the record on which the record was created

Answer: - A, B, C

51. To enable the Publisher Actions area on Page Layouts, navigate to:

- a. Setup | Customize | Chatter | Settings
- b. Setup | Customize | Feeds | Settings
- c. Setup | Customize | <Objects> | Settings
- d. Setup | Customize | Actions | Settings

Answer: - A

52. A developer has completed work in the sandbox and is ready to send it to a related org, what deployment tool should be used?

- a. Change Sets
- b. Force.com IDE
- c. Unmanaged Packages
- d. Force.com Migration Tool

Answer: - A

53. You have created a workflow rule to send an email in your configuration sandbox. For some reason it's not working, what should you double check? (Choose 2)

- a. You have the correct email address
- b. HTML does not work in sandbox, make sure your email has no HTML
- c. Check the deliverability settings
- d. Look at the system audit trail

Answer: - A, C

54. Which deployment tools will you use to deploy metadata from one organization to another organization?

- a. Change sets
- b. Force.com IDE
- c. Unmanaged Packages

Answer: - B

55. What tools you need to use to migrate Metadata to Two Different Production Orgs? (Choose 3)

- a. Force.Com IDE
- b. Force.Com Migration Tool
- c. Change Set
- d. Data Loader
- e. Unmanaged Package

Answer: - A, B, E