Correct. Enable Inline Editing allows mass editing of a record’s fields straight from a list view. Note that this can be done on team list views that are predefined to contain only one record type.

Correct. Enable Enhanced Lists gives you the ability to quickly view, customize, and edit list data to speed up your daily productivity.

Correct. Feature licenses such as Service Cloud User or Marketing Cloud User can be found on the user profile page. These licenses enable features in addition to the User Licenses, such as the Salesforce User License.

Correct. All usernames must be in the form of an email address but do not need to be an actual email.

Correct. Users logging in via the company network, a trusted IP range, are not required to verify their identity.

Correct: Since the issue is affecting users with the same profile, the password expiration should be adjusted for the profile used by the sales reps.

Correct. Access to folder contents can be controlled based on roles, permissions, public groups, and license types.

Correct. You can find the campaign related list on the Lead object. A company’s campaigns typically target prospective customers (leads). Associate contacts and leads with campaigns as campaign members.

Correct. A company’s campaigns typically target existing customers (contacts). Associate contacts and leads with campaigns as campaign members.

Correct. Opportunities are related to campaigns, and they can track which opportunities were created as a result of various campaigns.

Correct. IF determines if expressions are true or false. It returns a given value if true and another value if false. This is correct because you can string together multiple IFs to evaluate a specific condition with multiple outcomes.

Correct. Picklist values can be assigned fixed colors to all values.

Correct. Formula fields using the IMAGE function can be defined for each value in the picklist.

Correct. Home page updates can be made in the Lightning App Builder.

Correct. The changes to the page will be unavalible until activated.

Correct. Two configurations need to be made. 1) Create a new sales process to determine which stages appear for this new product line. 2) Create a new Opportunity record type to display a unique page layout for this new product line.

Correct. Assignment rules define conditions that determine how leads or cases are processed. In this scenario, when a potential customer indicates interest in a certain product (custom Lead field Product Interest) in the web form, the lead is generated and assigned to the appropriate product team.

Correct. Queues prioritize, distribute, and assign records to teams who share workloads. In this scenario, it’s indicated that the lead needs to be assigned to the appropriate product teams, so queues are needed.

Correct: Escalation rules automatically escalate cases when the case meets the criteria defined in the rule entry.

Correct. Data Categories with Salesforce Knowledge allows controlled article access. For example, US users could be limited to knowledge articles specific to US products, while European users have access only to knowledge articles regarding products exclusive to Europe.

Correct. Sites using Experience Cloud are a great way to share information and collaborate with people who are key to your business processes, such as customers, partners, or employees. This also includes collaboration between customers.

Correct. Using the all-day event checkbox is the most efficient way to log an all-day event. This avoids the office hours discrepancies of sales reps across multiple time zones.

Correct. A permission set is a collection of settings and permissions that give users access to various tools and functions, such as Chatter.

Correct. Profiles define how users access objects and data, and what they can do within the application. When users are created, they’re assigned a profile. In this situation, customizing the profile settings of the subset of users can limit Chatter access to just the specified subset of users.

Correct. The navigation menu can be customized for the Salesforce mobile app.

Correct: The Object Compact layout can be customized for the Salesforce mobile app.

Correct. Events in Salesforce can be synchronized between Salesforce and Outlook.

Correct. The Save Hierarchy Level checkbox being selected ensures that the hierarchy level that was used when creating a report stays intact. So if the finance user had permission to see reports originally, the same applies when any subsequent report is created.

Correct. Using a filter to show all opportunities allows users with the View All Data permission enabled to see all of the opportunities on the report.

Correct. This ensures that the dashboard shows data relevant to only the user viewing it.

Correct. Each dashboard can have up to 20 components.

Incorrect. Access to objects is controlled by profiles not based on report type.

Correct. Users are not able to access a custom report type if it hasn’t been deployed.

Incorrect. Just using the Data Loader to import data does not prevent duplicates.

Incorrect. Each record in a Salesforce org requires a unique Salesforce ID. An external ID cannot be used in place of the Salesforce ID.

Correct: Creating a unique external ID field on accounts would guarantee no duplicates from an external order system.

Incorrect: View all data would give access to more objects than just accounts, contacts, opportunities, and orders.

Incorrect: Weekly data export generates backup files of the data on a weekly basis depending on the edition. This does not meet the stated need of the sales operations team.

Correct. To use the Data Loader for importing and exporting accounts, contacts, opportunities, and orders the profile permissions need API enabled.

Correct. The Modify All setting on accounts, contacts, opportunities, and orders objects means users with this permission can view, edit, and delete all records regardless of sharing. This meets the need of importing and exporting on just the stated objects.

Correct. Salesforce runs validation rules on records before they are imported. Records that fail validation are not imported.

Incorrect. Outbound Messaging Delivery Queue shows the messages that have already been sent and delivered.

Incorrect. Time-based actions do not show in the Background Jobs Queue. Background Jobs, such as when a parallel sharing recalculation is running, are monitored here.

Correct. The administrator would be able to monitor pending process actions in this queue.

Incorrect. Workflow rules are evaluated after validation rules.

Validation rules, assignment rules, auto-response rules, workflow rules, escalation rules

Incorrect. Each workflow rule applies to a single object. In this solution the email alerts would be for the same object.

Correct. Each workflow rule applies to a single object. Opportunity and/or case would need a separate workflow for each object.

Correct. Sending an outbound message is a final approval action in an approval process.

Correct. Test a new flow or troubleshoot a flow that fails with the debug option in Flow Builder.

Big Deal Alert - Automatically email your users whenever an opportunity reaches a threshold of amount and probability.

Salesforce Field History Tracking – It allows you to track changes on up to 20 fields per object by capturing the prior value, the user, and the date/time of the change. You can then run reports on the historical data to audit changes or refer back to data at a certain point in time.

Which two steps should the administrator take when enabling the many-to-many relationship?

**A . Create a junction with a custom object.**

**C . Create two master-detail relationships on the new object.**

What are three standard chart types that are available?

**B . Bar charts**  
**C . Tables**

**E . Gauge charts**

Which two features should the administrator use to open up access to opportunity records for sales users working on collaborative deals?

**B . Sharing rules**

**D . Role hierarchy**

How should an administrator allow access to the community?

**A . Use the community’s guest user profile**

**Path Key Fields -Key fields**display in**Lightning Experience**as part of the Sales Path feature (not available in classic).

Which two types of pages could an administrator build and customize using the Lightning App Builder?

**A . Record page**  
**B . App page**

Universal Containers requires a different Lightning page to be displayed when Accounts are viewed In the Sales Console and In the Service Console.

**D . Assign Lightning pages as app default.**

Profiles determine what users can do in Salesforce. They come with a set of permissions which grant access to particular objects, fields, tabs, and records.

Roles determine what users can see in Salesforce based on where they are located in the role hierarchy.