1. How would a developer create a many-to-many relationship between 2 objects?

**A.   Via a Junction Object**

B.   Multiple Relationships

C.   Multiple relationships on Object Y to Object X

D.   2 Relationships: X to Y and Y to X

2. Which feature is available for custom objects?

(3 answers)

**A.   Sharing**

**B.   Queues**

C.   Assignment Rules

**D.   Field History Tracking**

3. Which statement is true regarding force.com domain name? (3 answers)

**A.   It must be unique**

**B.   It is usually the name of your company**

**C.   It cannot be changed once it is registered to your organization**

D.   It cannot be mapped to your company's domain

4. Within an approval procces, what can be used to configure the list of initial submitters?

(2 answers)

**A.   public groups**

**B.   approval team members**

C.   profiles

D.   roles and subordinates

5. In a lookup relationship what happens to the child records if the parent record is deleted?

**A.   Child records are not deleted**

B.   Child records are deleted

C.   Parent record deletion fails

D.   A subset of the child relationship is deleted

6. How would a developer create a many-to-many relationship between 2 objects (Object X and Object Y)

**A.   two relationships on a junction object, one to X and one to Y**

B.   two relationships, one on X to Y and one on Y to X

C.   multiple relationships on Object Y to Object X

D.   multiple relationships on Object X to object Y

7. When would a developer use upsert and external IDs? (2 answers)

**A.   To integrate with an external system**

B.   To migrate customizations from sandbox to production

**C.   To load related records without knowing Salesforce record IDs**

D.   To use the Force.comAPI to query for data

8. Which property of a field can be edited on a page layout? (2 answers)

A.   Controller

B.   Field Dependency

C.   **Required**

**D.   Read only**

9. Which relationship type should be used to capture a user’s manager on each user record in the application?

A.   Master-detail

B.   Parent-child

C.   **Hierarchical**

D.   Many-to-many

10. A developer is building an application on force.com platform. The data model and the application business logic have been considered. The report and dashboard requirements have not. Which is true?

A.   Data model may not support the business logic

**B.   Dashboard may not be visible to mgmt users**

C.   Developer will not be able to load data

D.   Data model may not support the required reports

11. A developer needs to perform an automated extract of data from SFDC migration at 2:00 AM. How would this be done?

A.   Use the command line interface of a data loader

B.   Use the schedule manager of import wizard

**C.   use the data export service to perform nightly extract**

D.   Use the export scheduler of the Data Loader GUI

12. Which action is NOT necessary when using declarative capabilities to the force.com platform to build custom app? (3 answers)

**A.   Write SQL queries to create reports**

B.   Build a data model

**C.   Compile Code**

**D.   Configure an application server**

13. Which portion of the Model-View-Controller is represented in Force.com as a Standard or Custom Object?

A.   **Model**

B.   View

C.   Controller

14.Position is a custom object. A Workflow Rule sends an email to the hiring manager listed on a position 15 days before it's listed expiration date. When will the email be sent if the expiration date is extended by 30 days?

A.   15 days before the original expiration date.

B.   **15 days before the updated expiration date.**

C.   On the original expiration date.

D.   An email will not be sent.

15. Which are features of custom report types? (2 answers)

A.   The ability to create an exception report

**B.   The ability to customize the report wizard UI**

**C.   The ability to join related objects within a report**

D.   The ability to customize the output layout of a report

16. When do users have the option to manually share records from a detail page?

A.   When the organization wide defaults for the object is set to Public/Write

B.   When a developer adds the Sharing button to the page layout

C.   When a developer grants the users the Share Records permission

D.   **When the organization wide default for the object is set to private or Read-Only**

### 17. How can a wireless device user approve a record? Choose two answers A. Via voice recognition B. Via mobile browser by logging into Salesforce.com C. Via Text message D. Via email from smart phone

### 18. UC Containers requires some employees are able to view/edit records of a custom object called positions, but no users can delete them? How would the developer accomplish this? A. Set Org Wide Defaults for positions to read only B. Assign read only profile to all users C. Remove delete permission for positions from all profiles D. Remove delete access for positions from all user roles

### 19. When performing an update with the data loader, the comma delimited file must contain a column with which values? A. Logical names of the records B. Create time and date of records C. Profile names of record owners D. Force.com record ID values of the records

### 20. If Developer wants to show top 10 positions based on maximum job applications in dashboards which component should be used?  A. Matrix  B. Gauge  C. Table  D. Chart

### 21. You want to display a Dashboard with Grand Total. Which Dashboard Component is required for this? Choose any two (2)  A. Chart  B. Gauge  C. Pivot  D. Metric

### 22. Define a Junction Object?  A. Standard Object with two Master Detail Relationship  B. Custom Object with two Master Detail Relationship  C. Standard Object with three Master Detail Relationship  D. Custom Object with one master Detail Relationship

### 23. Options for restricting access via API ranges are:  A. Add trusted IP range for your entire Org  B. Add trusted IP range on a Role  C. Add trusted IP range on a Profile  D. Add trusted IP range on a User

### 24. How do you determine if an application process has been changed? Choose any two (2):  A. Setup Audit Trail  B. Look at "Modified By" on Approval Definition  C. Field History Tracking  D. Debug Log

### 25. Analytical Snapshots has failed. What could be the probable reasons for the same?

### A. Running user is inactive  B. Custom object contains triggers  C. Source reports is resaved as matrix  D. Reports is not working properly in Salesforce  E. Running user does not have permission to run reports.  F. Cannot run analytic snapshot because source report has been deleted.

### 26. Select the right sequence to be followed to upload data in Salesforce.com  A. Load Accounts, User, and Contacts  B. No difference, you can do it in which ever sequence you like  C. User, Accounts and Contacts  D. Users, Contacts and Accounts

### 27. Which standard profile can view encrypted fields by default? A. System Admin B. Standard user profile C. None by default

### 28. Which statement is true about the custom object import wizard? A) It can import, upsert, update and export data B) It can provide success and error files in .csv format C) It can perform matching based on record id only D) It can prevent the import of duplicate records

29. A workflow Rule with a time-based action that sends an email reminder to users 14 days after a record has been created. How can a developer test the workflow rule? (2 answers)

A.   creates record; check outbound message queue

B.   **creates record; check time-based workflow queue**

C.   use the time-base workflow queue

D.   **use the Debug Log**

30. Users X and Y need to see the same candidate record. User Y should NOT be able to view the email address field. How should a developer meet this requirement?

A.   Use a custom visualforce page

B.   Use a sharing rule

C.   **Use field-level security**

D.   Use a page layout

31. Two master-detail relationships need to be created on Object X. The first master-detail relationship created is the primary relationship. What is an effect of the primary relationship on X?

A.   **X will inherit the look and feel of the primary master Object**

B.   There will be no effect on X

C.   Custom report types are limited to the primary relationship

D.   The primary relationship cannot be deleted.

32. What can not be done with the profiles?

A.   Control the tab access

B.   Set the CRUD permissions

C.   Give access to records by modifying the record types

D.   **Control password settings**

33. A Workflow Approval process may be used for all of the following objects EXCEPT:

A.   Opportunity

B.   **Users**

C.   Assets

D.   Contracts

34. Which of the following is false?

A.   Custom Formula Fields can reference other formula fields

B.   Custom Formula Fields can reference standard fields

C.   Custom Formula Fields can reference custom fields

D.   **Custom Formula Fields can calculate across objects**

35. Any job offer with a salary greater than $50,000 is approved by the hiring manager. After these approvals, all offers must finally be approved by the VP of HR.

How would a developer meet this requirement?

A. Workflow

**B. Approval Processes**

C. Dynamic Approval Routing

D. Parallel Approvers

36. Which statement is TRUE about field-level security?

Choose 2 answers

**A. It is specified for each profile**

**B. It is enforced in the Web Services API**

C. It determines the values displayed in a visible picklist field

D. It can be controlled at the record level

37. Which functionality is provided by the Force.com platform?

Choose 3 answers

**A. custom objects**

**B. approval process**

**C. workflow rule**

D. data warehouse

38. When configuring time-dependant workflow actions, which evaluation criteria selection is available?

Choose 2 answers

**A. when a record is created, or when a record is edited and did not previously meet the rule criteria**

B. only when a record is created

**C. every time a record is created**

D. every time a record is viewed

39. A developer has added a custom object tab to an application.

Which additional features will become available by default for the object in the application?

Choose 3 answers

**A. recent items**

B. **search**

C. custom reporting

D. quick create

**E. Create New sidebar component**

40. Which object relationships are allowed?

Choose 3 answers

**A. standard object as the master and a custom object as the detail**

B. custom object as the master and a standard object as the detail

**C. custom object as the lookup to a custom object**

**D. cusotm object as a lookup to a standard object**

41. Which processes can be tracked in the Debug Logs?

Choose 2 answers

A. Roll-up Summary field calculation

**B. assignment rules**

C. Formula field calculation

**D. workflow rules**

42. Upon final rejection of a record that has been through an approval process, which action is not allowed?

**A. locking the record from being edited**

B. sending the record to the recycle bin

C. creating a task for the record owner

D. sending and email to the record owner

43. How would you best show the value of an Opportunity custom field on an Opportunity Product related list?

A. Create an Apex Trigger to populate the value on the child object and add the field to the related list

**B. Create a cross object formula field on child object and add the field to the related list**

C. Create a validation rule on the child Object

D. Create a Visualforce Page and add it to the Opportunity page layout

44. What settings can be specified on a profile?

Choose 2 answers

A. Revoke sharing permissions

**B. Enable record types**

**C. Enable create read, create, edit, & delete on objects**

D. Specify language

45. When creating a sharing rule, what entities can data be shared to?

Choose 3 Answers

**A. Public Groups**

B. Users

C. **Roles**

D. **Roles** **& Subordinates**

E. Queues

46. API's are not available for use in which Salesforce.com editions?

A. Developer Edition

**B. Professional Edition**

C. Enterprise Edition

D. Group Edition

E. Unlimited Edition

47. Where is the hover detail information changed for an object?

A. Mini View

B. Page Layout

C. Profile

**D. Mini Page Layout**

48. What text can be controlled by translation workbench?

A. Rule Criteria

B. Formula Fields

**C. Validation Error Messages**

D. Assignment Rules

49. Object x has a lookup field to Object Y. X needs to display a text field on Y.

To ensure data integrity, how would a developer implement this?

A.Create a rollup summary field on Object X that retrieves the value from Y

B.Create a text field on Object x and use a workflow rule to fill in the value upon the creation of X.

C.Create a text field on Object X and use Apex to populate the value

**D.Create a cross-object formula field on Object x that retrieves the value from Y.**

50. Universal Containers tracks Positions as a custom object in a recruiting application, when position records are created, they have a status of New and are visible to only the position owner. Once position goes through an approval process, the status is changed to Approved. Approved positions should be visible to the entire organization.

How can a developer meet this requirement?

1. Create an Apex trigger that automatically updates sharing on a position once the status is approved
2. Create a formula field that updates the sharing on a position once the status changes to Approved.
3. **Create a sharing rule that states that Approved positions are shared with the Entire Organization**
4. Create a workflow field update that updates a custom field called Sharing on a position once the status is Approved.

51. In a recruiting application,a custom object called Position requires approval.When a position record is submitted for approval,the requirements below must be met:

* The hiring manager must approve the record.
* The approval must be forwarded to all members of the executive team,but only one executive needs to approve the record
* The VP of human resources must approve the record

How would a developer meet this requirement?

A.Create an approval process with a step for each executive team member,allowing approval steps to be skipped.

**B.Create an approval process which utilizes parallel approvers,but does not require unanimous approval**

C.Create parallel workflow rules,requiring atleast one executive team member to complete their assigned task.

D.Create multiple approval processes,one for each executive team member,and utilize parallel submission

52. A user can only see the fields A,B, and C on a record of Object X until the Stage field value on the record changes from New to Working.Once the Stage field value is updated to working and the record is saved,the user should be able to see fields A,B,C and D.

How would an application developer configure this?

**A.use workflow to change the record type**

B.use multiple Visualforce pages

C.use workflow to change the field-level security

D.use validation rules to expose the field.

53. Universal Containers tracks Offers as an object in a recruiting application. Once an offer has been accepted by a candidate, there must be a value in the Actual salary field.

How would a developer meet this requirement?

1. Create a formula field that prompts the user to enter an Actual Salary value whenever the offer record is edited
2. Create a workflow field update to set the property of the Actual salary to Required.
3. Create a validation rule to make Actual Salary required each time the offer record is saved
4. **Create a validation rule to make sure that the Actual Salary is not null whenever an offer is accepted**

54. In a recruiting application,a custom object called Position requires approval.When a position record is submitted for approval,the requirements below must be met:

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**C.Create parallel workflow rules,requiring atleast one executive team member to complete their assigned task.**

D.Create multiple approval processes,one for each executive team member,and utilize parallel submission

55. Position is custom object in recruiting application built on the Force.com platform. Development is a field on the Position Object. What type of report should a developer create to show hiring managers the number of positions grouped by department?

1. Tabular
2. Analytic snapshot
3. Pivot
4. **Summary**

56. A developer would like to enable end users to filter the data displayed on the related list of an object detail page.

How could a developer accomplish this?

1. Configure the object’s related list to add a filter.
2. **Customize the search filter fields layout for that object.**
3. Enable Advanced Search on the object’s related list
4. Create a visualforce page to replace the object detail view.

57. Which Statement is true regarding Force.com Sites?

Choose 3 answers

1. Sites can leverage declarative page layouts as web pages
2. **Sites enables developers to build public, unauthenticated websites.**
3. **Sites are built with visualforce pages**
4. **Sites leverage data and content in a salesforce org.**

### 58. Which type of custom field can be an external ID? A) Text, email or number fields only B) Phone number, email, url and text based fields C) Custom field of any type D) Text, phone number, or formula fields only

59..Hiring managers at Universal Containers would like a visual mechanism for determining review score outliers.Review scores are captured as a custom field on a custom Review object and can range from 1 to 10.Any review score that is > 8 should be highlited in Green.Any review score that is < 4 should be highlited in red.

How would a developer accomplish this?

A.use custom summary formulas

**B.use Matrix Reports**

C.use Conditional Highliting

D.use charts

60. Which action is available to a developer when two objects are connected by a lookup relationship?

Choose 2 answers

* 1. **Create a custom report type that allows customization of fields displayed from both parent and child objects in the report wizard.**
  2. **Create a cross object formula field on the child object to reference fields on the parent object.**
  3. Create a roll up summary field on the parent object to count child records
  4. Create a cross object formula field on the parent object to reference fields on the child object.

61. Object B has a lookup relationship to Object A. Object C has a lookup relationship to Object B. A developer needs to run a report on A records with C records.

How can the developer accomplish this?

* 1. run a report using the standard report type: A with B with C
  2. Create a summary report with a custom summary formula summarizing by A, then B, then C
  3. **Create a custom report type that includes A with B with C**
  4. Create a matrix report with A and record as column headings and C records as row headings.

62. Match the Force.com platform aspects with their corresponding descriptions

* 1. Database : defines objects, fields and relationships
  2. User interface : controls applications appearance.
  3. Development : tools and environments used to develop Force.com applications
  4. Logic: creates tasks, assigns records, does time-based actions