1. What is the maximum number of Master-Detail relationships that can be

created on a custom object?

a. 1

**b. 2**

c. 4

d. Unlimited

2. An organization has decided to manage hiring and positions. A custom

object has been created to manage all new job positions. All positions

below $50,000 must be approved by the hiring manager, and positions

above $50,000 must be approved by the hiring manager and the regional

hiring manager. What would a developer use to declaratively fulfill the

requirement?

a. Apex code, to check the position's salary and assign the

appropriate resource for approval

**b. Approval process**

c. Validation rules

d. Dynamic routing approval

3 If a developer has created a junction object what is the significance of the first

Master-Detail (primary) relationship?

**a. Look and feel, the junction object's detail and edit pages use the color**

**and any associated icon of the primary master object**

b. You cannot delete the primary relationship

c. You cannot rename the primary relationship

d. There is no significance

4. An organization has created a custom object to manage all job positions.

Using an approval process they have configured the application to have

the first step of the process require approvals from three different hiring

managers.

Select the two (2) possible approval choices based on multiple approvers for

an approval step.

**a. Approve or reject based on the first response**

**b. Require unanimous approval from all selected approvers**

c. Require majority approval from all selected approvers

d. Require x out of y approval from all selected approvers

5. Which of the following is NOT a step in creating a junction object?

a. Creating the custom object to serve as the junction object between the

two master objects

b. Creating two Master-Detail relationships

c. Customizing the related lists on the page layouts of the two master

objects

**d. Creating two lookup relationships**

6. When a record has been rejected by all approvers, Salesforce executes all

final rejection actions. Which of the following is NOT a possible final

rejection action?

a. Lock the record from being edited

b. Send an e-mail to a designated recipient

**c. Delete the record**

d. Update a field on the record

7. Which of the following cannot be used on a user page layout?

Please select two choices.

**a. Tag**

b. Links

**c. Buttons**

d. Custom fields

e. Inline Visualforce

8. An organization wants to use custom objects to track bugs. The organization

wants the ability to link related bugs to parent bugs in a parent-child

relationship. What type of relationship should be used?

a. Master-Detail

**b. Self**

c. Hierarchically

d. Many-to-many

9. An organization wants to use the import wizard to import different types of

data. What type of data cannot be imported through the wizard?

a. Accounts and contacts

b. Leads

c. Custom objects

**d. Users**

10. An organization is interested in using the data loader to load data into

Salesforce.com. Which of the following are NOT capabilities of the data loader?

Please select two (2) choices.

a. Import greater than 50,000 records

**b. Import data into two objects in a single transaction**

**c. Rollback import transactions**

d. Run by command line

11. An organization needs the ability to view the value of the opportunity stage

field on an opportunity product related list. Please choose the declarative

method of fulfilling the requirement.

a. Create an Apex method to replicate the value on the child object, and

set the field level security to read-only and expose the new field on

the opportunity product related list

**b. Create a cross object formula field on the opportunity product object**

**and expose the formula field on the opportunity product related list**

c. Create a validation rule on the opportunity product object

d. Create a new picklist field called stage on the opportunity product

object, and expose the field on the opportunity product related list

12. A developer wants to use the console to view the parent object of the child

object in focus on the console. How would a developer specify what related

list fields are displayed on the parent object?

a. On an child object's mini-page layout

**b. On an parent object's mini-page layout related lists field selection**

c. On the parent object's page layout related lists field selection

d. You cannot modify the related fields on the console view

13. An organization has two custom objects to track job positions and salaries

for those positions. Everyone in the organization should be able to view the

positions, however, only select users can view the salary records. What steps

should a developer take to ensure the requirement is fulfilled?

**a. Create a lookup relationship between positions and salaries; define**

**public access on position and private access on salary**

b. Create a Master-Detail relationship between positions and salaries;

define public access on position and private access on salary

c. Create a Master-Detail relationship between positions and salaries;

define private access on position and create sharing rules on salary

d. Create a lookup relationship between positions and salaries; define

public access on position and public access on salary; create sharing

rules on salary to restrict visibility

14. A developer has created a custom field marked as an external id on an object.

If two records in the object have the same external id, and an upsert action

occurred for that same external ID what would happen?

a. The first matching external ID record would be updated

b. Both matching external ID records would be updated

c. A new record is created

**d. An error would be reported**

15. A developer has a requirement to collect the state and the cities for the state

selected on an account page layout. Once the user selects a state, only the

possible cities in that state should be available for entry. What is the best

declarative method for fulfilling this requirement?

a. Create a workflow rule that will update the city once a

state is entered

b. Create a validation rule that will cause an error if the city is not in the

state that has been entered

**c. Create a dependent picklist for cities based on the state that has**

**been entered**

d. Create a formula field that look ups the valid cities for the state entered

16. A developer has created an approval process. What would require that a

formula entry criterion be used versus standard criteria?

a. User profile evaluates to system administrator

b. Determine if the record is newly created

c. Determine if a record has been updated

**d. Determine if a field has been changed**

17. The HR managers want to see the position and the best candidates that

match the position. What is the best method to fulfill the requirement?

**a. Add an inline Visualforce page on the job position page layout**

b. Add the candidate related list to the job position page layout

c. Create a validation rule on the job position page layout

d. Create a formula field on the job position object and add to the

page layout

18. Which of the following is not a process or data type of application? Which of

the following applications CANNOT be made using the Force.com platform?

a. Time entry application

b. Inventory management

**c. Word processing**

d. Human resource management

19. Which two (2) items most closely relate to the view layer of the model view

controller paradigm?

**a. Page layout**

b. Validation rule

**c. Custom tab**

d. Custom field

20. In which Salesforce instances would there be identical record IDs?

**a. Production; full sandbox**

b. Production; full sandbox; Apex sandbox

c. Production; full sandbox; config only sandbox; Apex sandbox

d. Salesforce.com never repeats record IDs

21. A developer has created a time-based workflow that escalates a lead record

10 days after it has been created if no updates have occurred. What is the

best way for the developer to test that the new time based workflow rule is

functioning? Please select two (2) choices.

**a. Use debug logs to set up the developer; create a new lead record**

**review debug logs**

**b. Create a new lead record; view the time-based workflow queue;**

c. Set up the developer for time-based workflow queue; create a new

lead record; view the time-based workflow queue

d. Create a new lead record; view the outbound messages queue

22. What settings can you specify on a profile? Please select two (2) choices.

a. Revoke sharing permissions

**b. Enable record types**

**c. Enable create read, create, edit, and delete objects**

d. Specify language

23. A manager in an organization wants to share specific fields of data with

his subordinates that only he has access to. What is the best way to share

specific fields of data? Please select two (2) choices.

**a. Run as on dashboards**

b. Folder permission on a report

**c. Run as on scheduled reports**

d. Folder permission on a dashboard

24. Under what circumstances would the sharing button be enabled on a detail

view for a record?

a. A developer has added the button to the page layout

b. When record sharing is enabled in the user profile

**c. When record sharing is set to public, read only, or private**

**for the object**

d. When record sharing is set to public read/write for the object

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

Please select three (3) choices.

**a. Public groups**

b. Users

**c. Roles**

**d. Roles and subordinates**

e. Queues

26. A developer needs to make a field that is normally accessible to most users

inaccessible on the report wizard for specific users. What is 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

27. What can be done with report summary totals?

Please select two (2) choices.

a. Calculate values from a previous report

**b. Calculations based on report summary totals**

**c. Highlight outliers**

d. Historical analysis

28. If a parent object has a lookup relationship defined with a child object, what

happens to the child object when you delete a record from the parent?

a. The child record is deleted

**b. Nothing**

c. The parent record cannot be deleted

d. The child record cannot be deleted

29. How can a developer get a custom object added to the quick create list?

a. Add the object through home page component settings

b. It is added automatically

**c. Expose a custom tab for the custom object**

d. Enable the quick create on the user profile

30. Select the features that are available through custom report types. Please

select two (2) items.

**a. Define object relationships and fields for reports**

**b. Define up to 4 object relationships**

c. Define anti-join relationships

d. Create analytic snapshot reports

31. An organization wishes to have everyone view/edit records on an object

except for a single person x who should only have read-only access to the

object. What is the best way to implement the requirement?

a. Modify the sharing access for the object to public read/write and

remove user x from the role hierarchy

b. Modify the sharing access for the object to private and remove user x

from the role hierarchy

**c. Modify the sharing access for the object to public read only, create a**

**public group with everyone except user x; create a sharing rule and**

**define read/write access to the public group.**

d. Modify the page layout to be read-only

32. Using a formula field how would a developer calculate the number of

days since a record has been created? The CreatedDate field is a DateTime

type field.

**a. TODAY() – DATEVALUE(CreatedDate)**

b. NOW() – DATEVALUE(CreatedDate)

c. TODAY() – CreatedDate

d. CreatedDate – TODAY()

33. Salesforce.com has notified you that they have enabled the ability to update

audit fields for your organization. When inserting a record which field can

you set?

**a. CreatedDate**

b. IsDeleted

c. SysModStamp

d. UpdatedDate

34. A developer needs to create a trending report. What should he/she use to get

the historical data?

a. Reports

**b. Analytic snapshots**

c. Roll-up summary

d. Report types

e. Audit history records

35. What is the best type of dashboard component to display a list of your top 10

customers?

a. Metric

**b. Table**

c. Gauge

d. Chart

36. Select the Salesforce.com edition that is NOT available today.

a. Professional

**b. Unlimited**

c. Enterprise

d. Premium

37. Using the Force.com platform declarative model to build an application,

which of the following do you NOT have to do? Please select three (3) choices.

**a. Install a database server**

b. Configure an application using clicks not code

**c. Deploy a web server**

**d. Administer and e-mail server**

38. An organization wants to create a field to store manager data on the user

object. The manager field is a reference to another user record. What type of

relationship should be used?

a. Master-Detail

**b. Hierarchical**

c. Lookup

d. Many-to-many

39. What are the data types that are supported by a formula field?

Please select three (3) choices.

**a. Text**

**b. Percent**

c. E-mail

**d. Currency**

e. Phone

40. What is true about a junction object?

**a. A custom object that has two Master-Detail relationships**

b. A custom object that has a Master-Detail relationship

c. A standard object that has two Master-Detail relationships

d. A standard object that has a Master-Detail relationship

41. What is true about a cross-object formula field for a Master-Detail

relationship?

a. You can only create a cross-object formula field on the parent object

**b. You can only create a cross-object formula field on the child object**

c. You can create a cross-object formula field on both the parent and

child object

d. A cross-object formula field is not available for a Master-Detail

relationship

42. When you create a custom tab for a custom object, what are the features that

are available by default? Please select two (2) choices.

**a. Sidebar search object**

b. Custom reporting

**c. Quick create**

d. Ability to track activity

43. What are the different custom tabs that you can create?

Please select three (3) choices.

**a. Web tab**

b. Apex tab

**c. Visualforce tab**

**d. Custom object tab**

e. Standard object tab

44. For the order management application, the developer has created a custom

object to store the product line and product combination. When creating an

order, the product line and product combination need to be consistent. What

is the best option for implementing this?

a. Use a workflow to update the product automatically based on the

product line

b. Create a validation rule using IF

c. Create a formula field to enforce the combination

**d. Create a validation rule using VLOOKUP**

45. What is true about a Master-Detail relationship? Please select two (2) choices.

**a. When the parent record has been deleted, all the child records will be**

**deleted**

b. You can have a child record without the parent record

**c. You have to expose the master lookup field on the child detail page**

**layout**

d. You cannot delete a child record

46. How does Salesforce enforce data access using role hierarchy?

**a. Users are given access to the records owned by the users who are**

**below them in the role hierarchy**

b. Users are given access to the records owned by the users who share

the same role in the role hierarchy

c. Users are given access to the records accessible by the users who are

below them in the role hierarchy

d. Users are given access to the records accessible by the users who are

above the role hierarchy

47. What will cause the analytic snapshots run to fail?

Please select three (3) choices.

**a. The source report has been deleted**

**b. The target object has a trigger on it**

**c. The running user has been inactivated**

d. The target object is a custom object

e. The source report is saved as matrix report

48. What are the components belong to the model of the model-view-controller

design paradigm? Please select three (3) choices.

**a. Custom relationship**

b. Custom page layout

**c. Custom object**

**d. Custom field**

e. Workflow rules

49. Where do you change the hover detail?

a. Mini view

b. Page layout

c. Profile

**d. Mini page layout**

50. What layer of model-view-controller paradigm are standard or custom

objects associated with?

a. View

**b. Model**

c. Controller

d. View and controller

51. What is a junction object?

a. Object with lookup relationship

b. Master detail relationship

c. Object with two lookup relationships

**d. Object with two Master-Detail relationships**

52. What field can be controlled by a translation workbench?

a. Rule criteria

b. Formula

**c. Validation errors**

d. Assignment rules

53. In a Master-Detail relationship, what happens when the a record is deleted

from the parent object?

a. Parent record alone gets deleted

b. Exception occurs

c. Parent and child record will not be deleted

**d. All child records are deleted**

54. In a recruiting application, salary is a child object to a parent position

object via a Master-Detail relationship The min pay and max pay fields of

salary object cannot be modified when the Position status on the parent is

'Approve'.

How would a developer design this?

a. Create a Visualforce component on the position detail page

b. Rollup-summary field

c. Validation rule on position object

d. Formula field on the salary object

**e. Validation rule on the salary object**

55. Object X has a lookup to object Y. Which of the following statements are

TRUE? Please choose two (2).

a. Fields of both X and Y are accessible from object Y

**b. Fields of object Y can be accessed from object X**

**c. Fields of both Y and X are accessible from object X**

d. Fields of object X can be accessed from object Y

56. In Master-Detail relationship scenario the fields of the parent object need to

be displayed in the related list. How will a developer design this?

a. Cross-object formula field

b. Workflow rule

**c. Validation rule**

d. Assignment rule

57. What are the components of the dashboard that use grand totals?

Please choose two (2) items.

a. Chart

**b. Metric**

c. Table

**d. Gauge**

58. Universal containers need to make all records of an object visible to all users

when it is in 'Approve' status. The records are created with "New" status and

are only visible to a select set of users.

How will a developer implement this?

a. Set the object level sharing to private, add a workflow rule to update

the sharing rule when status changes.

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, modify manual sharing to public group based on**

**status**

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

59. 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. The standard object is always the master

b. The custom object is always the master

**c. The custom object is always a child**

**d. The standard or custom object can be a master**

e. The standard object is never a child

60. A customer has a requirement to filter columns in the related list. As a

developer how will you accomplish this?

a. Use the filter option in the related list section of the page layout

b. Use the filter option in the related list section of the mini page layout

c. Use the filter option in the detail page layout of the related list object

**d. Build a Visualforce component with a filter to replace the related list**

**section of the page layout**

61. How do you highlight totals in a report?

a. Roll-up summary field

b. Formula field

c. Custom summary field

**d. Summary totals**

62. A recruiting application has a position object that contains location,

department and other information relating to a position. We need to create a

report that is grouped by department but not by locations. What is the best

type of report a developer would choose?

**a. Summary report**

b. Tabular report

c. Matrix report

d. A report using Visualforce

63. In a recruiting application a position that is of type critical should not be kept

open for more than 14 days. How will you develop the business logic to cater

to this?

a. Time-dependant workflow action to send an e-mail to the owner after

14 days

**b. Time-dependant workflow action to send the record for review to**

**owner after 14 days**

c. Time-dependant workflow action to send an e-mail to the owner

before 14 days

d. Time-dependant workflow action to close the position after 14 days

64. A job application object has a child review object to store candidate reviews.

The review needs to be tracked between a score of 1 to 5. The score has to be

a choice between 1 and 5 displayed as a radio button. How will a developer

cater to this requirement?

a. Create 5 fields for scores (1 to 5) of type radio-button and use it in

review page layout

b. Create a dependent picklist that feeds the radio button type field

c. Create a formula field

**d. Create a Visualforce page with radio buttons for the review object**

65. An application was designed without considering whether requirements

for reports include dashboards. Out of the following statements which

one 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 dashboards 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**

66. In a data model object A is related to B, B is related to C. How will a

developer create a report to include fields of A and C?

a. Create lookup relationships between A,B and C

**b. Create a custom report type with A, B and C, and use it in the report**

c. Create a custom report with A and C fields as relationships already

exist

d. Report cannot be created