

Quiz 1 - Salesforce Admin / Developer

Total points 12/15 ?

APSCHE LT Phase 2 (28 Feb 24)

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0 of 0 points

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✓ 1. What is Salesforce Customer 360? * 1/1

- ☐ a) A marketing automation platform
- ☒ b) A customer relationship management (CRM) platform ✓
- ☐ c) A business intelligence tool
- ☐ d) A project management software

✓ 2. What is multitenancy in the context of Salesforce? * 1/1

- ☐ a) The ability to host multiple applications on the Salesforce platform
- ☐ b) The capability to manage multiple databases within a single Salesforce organization
- ☒ c) The feature that allows multiple organizations to share a single instance of the Salesforce application ✓
- ☐ d) The technology that enables integration between Salesforce and other cloud platforms



✗ 3. What is the fundamental unit of data storage in Salesforce? *

0/1

- ☐ a) Object
- ☐ b) Field
- ☒ c) Record
- ☐ d) Relationship

✗

Correct answer

- ☒ a) Object

✗ 4. Which of the following is a standard object in Salesforce? *

0/1

- ☒ a) Account
- ☐ b) Opportunity
- ☐ c) Case
- ☐ d) All of the above.

✗

Correct answer

- ☒ d) All of the above.



✓ 5. Which field type should be used to store a true/false value in Salesforce?

*1/1

- ☐ a) Text
- ☐ b) Number
- ☒ c) Checkbox
- ☐ d) Picklist



✓ 6. What is a relationship in Salesforce? *

1/1

- ☒ a) It is a connection between different Salesforce objects.
- ☐ b) It is a field that stores data for a specific attribute of an object.
- ☐ c) It is a metadata component used for customization.
- ☐ d) It is a record type that categorizes different types of records.



✓ 7. What is the purpose of the Salesforce AppExchange? *

1/1

- ☒ a) It is a marketplace for purchasing and installing Salesforce applications.
- ☐ b) It is a development environment for creating custom Salesforce applications.
- ☐ c) It is a collaboration platform for Salesforce developers and administrators.
- ☐ d) It is a training portal for learning Salesforce application development.



✓ 8. What is the purpose of the Organization-wide Defaults in Salesforce? * 1/1

- ☒ a) To set the default sharing settings for objects and records. ✓
- ☐ b) To enable multi-factor authentication for user accounts.
- ☐ c) To define the password policies for user accounts.
- ☐ d) To encrypt data at rest in Salesforce databases.

✓ 9. Which Salesforce feature allows administrators to define criteria-based *1/1 sharing rules for specific records?

- ☐ a) Role Hierarchy
- ☐ b) Profiles
- ☐ c) Permission Sets
- ☒ d) Sharing Rules ✓

✓ 10. What is the purpose of record-level security in Salesforce? * 1/1

- ☒ a) To control access to individual records based on user permissions. ✓
- ☐ b) To encrypt data stored in Salesforce databases.
- ☐ c) To ensure data integrity and consistency across Salesforce objects.
- ☐ d) To generate reports and dashboards for analyzing Salesforce data.



✓ 11. What is a Salesforce permission set? *

1/1

- ☐ a) It is a predefined set of user roles in Salesforce.
- ☒ b) It is a configuration that grants additional permissions and access to specific users or groups. ✓
- ☐ c) It is a security feature used to encrypt sensitive data in Salesforce.
- ☐ d) It is a feature that allows users to customize the layout and appearance of Salesforce pages.

✓ 12. What is the difference between a lookup relationship and a master-detail relationship in Salesforce? *1/1

- ☐ a) Lookup relationships allow for cascading deletion, while master-detail relationships do not.
- ☒ b) Master-detail relationships can have roll-up summary fields, while lookup relationships cannot. ✓
- ☐ c) Lookup relationships are one-to-many, while master-detail relationships are many-to-many.
- ☐ d) Master-detail relationships are used to establish relationships with standard objects, while lookup relationships are used for custom objects.



✓ 13. Which of the following statements are true regarding the deletion of a custom field? *1/1

Choose Two Options

- ☒ a) You cannot delete a custom field that is referenced elsewhere ✓
- ☐ b) Once you delete a custom field all data will be permanently deleted
- ☒ c) You have up to 15 days to restore the custom field and all the data stored ✓
- ☐ d) You can only deactivate a custom field

✓ 14. The compact layout allows you to control the highlight panel on Salesforce classic like Salesforce lightning. *1/1

- ☐ a) TRUE
- ☒ b) FALSE ✓

✗ 15. Which statement regarding Master-Detail Relationship Fields on Custom Objects is TRUE? *0/1

- ☐ a) Up to two master-detail relationship fields can be established on a custom object.
- ☐ b) Ownership and access to the child record are controlled by the child.
- ☒ c) The child record can be optionally destroyed when the parent record is deleted ✗
- ☐ d) The parent relationship field on the child record is optional.

Correct answer

- ☒ a) Up to two master-detail relationship fields can be established on a custom object.



Choose Your Track *

☒ Salesforce Admin/ Developer

Please rate your overall satisfaction with the Training *

- ☐ Very satisfied
- ☒ Satisfied
- ☐ Neutral
- ☐ Dissatisfied
- ☐ Very dissatisfied

Did the Training met your expectations? *

- ☐ Exceeds expectations
- ☒ Meets expectations
- ☐ Below expectations



The presenters were knowledgeable. (on a scale of 1 to 5 with 1 being low and 5 being the high) *

	1	2	3	4	5	
Low	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	High

The quality of the trainer was good. *

	1	2	3	4	5	
Unacceptable	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	Outstanding

The presentations were interesting and practical. *

	1	2	3	4	5	
Poor	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	Excellent

The presenters met the training objectives. *

	1	2	3	4	5	
Poor	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	Excellent

Let us know if you have any specific concerns *

No



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