**Questions and Answers**

**Removing question excerpt is a premium feature**

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|  |  |
| --- | --- |
| **1.** | What is Sales Force? (Check all that apply) |

|  |  |
| --- | --- |
| **A.** | Sales Force Automation |

|  |  |
| --- | --- |
| **B.** | Marketing Automation |

|  |  |
| --- | --- |
| **C.** | Customer Support Management |

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| --- | --- |
| **D.** | Campaign Management |

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| --- | --- |
| **2.** | Partners Portal: User log-in to web portal rather than through salesforce.com portal? |

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| --- | --- |
| **A.** | True |

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| --- | --- |
| **B.** | False |

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| **3.** | Calendar and Task activities are both tasks and scheduled calendar events? |

|  |  |
| --- | --- |
| **A.** | True |

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| --- | --- |
| **B.** | False |

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| **4.** | Inline editing updates the field when |

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| **A.** | The field is saved/updated |

|  |  |
| --- | --- |
| **B.** | When the record is saved/updated |

|  |  |
| --- | --- |
| **C.** | When the return key is pressed |

|  |  |
| --- | --- |
| **D.** | None of the above |

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| **5.** | List view can  (Choose all that apply) |

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| **A.** | Show up to 2000 records in the record count display |

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| **B.** | Print up to 1000 records in print view |

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| **C.** | Be enabled and disabled by individual users |

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| **D.** | Print list can be exported to excel |

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| **6.** | A company that uses custom fiscal year: A standard forecast option is unavailable. Administrator will have to build a custom forecast for the same |

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| --- | --- |
| **A.** | True |

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| --- | --- |
| **B.** | False |

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| **7.** | Which are the following components of a profile (Check all that apply) |

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| --- | --- |
| **A.** | Page Layout |

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| --- | --- |
| **B.** | Field Level Security |

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| --- | --- |
| **C.** | Record Type |

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| --- | --- |
| **D.** | Roles |

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| **8.** | Which of the following is true that can cause data loss when an existing custom field is changed? (Check all that apply) |

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| **A.** | Changing to or from type Date or Date/Time |

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| --- | --- |
| **B.** | Changing to Number from any other type |

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| --- | --- |
| **C.** | Changing to number from Percent |

|  |  |
| --- | --- |
| **D.** | Changing to one Currency from any other currency type |

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| **9.** | What is the number of values allowed in dependent picklist? |

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| --- | --- |
| **A.** | 10 |

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| --- | --- |
| **B.** | 100 |

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| --- | --- |
| **C.** | 300 |

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| --- | --- |
| **D.** | 500 |

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| --- | --- |
| **10.** | A custom multi-select picklist can be a controlling field for a dependent field? |

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| --- | --- |
| **A.** | True |

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| --- | --- |
| **B.** | False |

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| **11.** | What statement is true regarding a custom field formula |

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| **A.** | Not reference standard, custom, or other objects |

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| **B.** | Can contain formulas upto 4000 character |

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| **C.** | 4000 character is the limit on the compiled size of the formula |

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| **D.** | Formula can reference themselves |

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| --- | --- |
| **12.** | Formula cannot reference any field that is restricted by Field level security |

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| --- | --- |
| **A.** | True |

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| --- | --- |
| **B.** | False |

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| **13.** | You can map a custom lead field to only one of the following objects at a single instance (check all that apply)? |

|  |  |
| --- | --- |
| **A.** | Account |

|  |  |
| --- | --- |
| **B.** | Contacts |

|  |  |
| --- | --- |
| **C.** | Cases |

|  |  |
| --- | --- |
| **D.** | Opportunities |

|  |  |
| --- | --- |
| **14.** | Record types are used to implement custom business processes by associating them to specific |

|  |  |
| --- | --- |
| **A.** | Objects |

|  |  |
| --- | --- |
| **B.** | Page Layouts |

|  |  |
| --- | --- |
| **C.** | Records |

|  |  |
| --- | --- |
| **D.** | Campaigns |

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| --- | --- |
| **15.** | Field-level security cannot be used to make a field required. |

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| --- | --- |
| **A.** | True |

|  |  |
| --- | --- |
| **B.** | False |

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| --- | --- |
| **16.** | Users can be restricted to view a particular field in views, searches and reports by hiding the field at |

|  |  |
| --- | --- |
| **A.** | Page Layout |

|  |  |
| --- | --- |
| **B.** | Field Level Security |

|  |  |
| --- | --- |
| **C.** | User Profile |

|  |  |
| --- | --- |
| **D.** | None of the Above |