



# **Salesforce**

## **Exam Questions ADM-211**

Administration Essentials for Experienced Admin

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#### NEW QUESTION 1

CORRECT TEXT - (Topic 1)

List some of the most commonly used API calls.

- A. Mastered
- B. Not Mastered

**Answer:** A

#### Explanation:

- 1- Query (Export)
- 2- Retrieve
- 3- Create (Insert)
- 4- Update
- 5- Upsert
- 6- Delete
- 7- Undelete

#### NEW QUESTION 2

- (Topic 1)

Actions to existing steps can be added to an active approval process?

- A. True
- B. False

**Answer:** A

#### Explanation:

Explanation/Reference: Actions can be added to the existing steps of active approval processes False

#### NEW QUESTION 3

CORRECT TEXT - (Topic 1)

Describe the differences between Visual force and s-controls?

- A. Mastered
- B. Not Mastered

**Answer:** A

#### Explanation:

S-Controls:

- 1- Written in Ajax and run on the client
- 2- Hard-coded - can't reuse
- 3- Logic and presentation mixed

Visual Force:

- 1- Written in HTML& Apex, run on the server
- 2- Component model - can reuse code
- 3- Logic and presentation separated

#### NEW QUESTION 4

- (Topic 1)

How do admins enable users to view tags? Select all that apply:

- A. Enable Private Tags
- B. Enable Public Tags
- C. Add Tags to page layouts
- D. All of the above

**Answer:** D

#### Explanation:

Explanation/Reference: Click Your Name | Setup | Customize | Tags| Tag Settings.

Select Enable Personal Tags and Enable Public Tags to allow users to add personal and public tags to records. Deselect both options to disable tags.

Specify which objects and page layouts should display tags in a tag section at the top of record detail pages. The tag section

IS the only way that a user can add tags to a record.

For example, if you only select account page layouts, users in your organization can only tag account records. Additionally,

If you only select account page layouts for personal tags and not public tags, users can only tag account records with personal tags.

#### NEW QUESTION 5

- (Topic 1)

Controls are no longer supported by SFDC

- A. True
- B. False

**Answer:** A

**Explanation:**

S Controls are being deprecated from the system and phased out. Users that started using SFDC after October 2010 will not see S Controls as an option.

**NEW QUESTION 6**

CORRECT TEXT - (Topic 1)

Name the objects that support field history tracking:

- A. Mastered
- B. Not Mastered

**Answer:** A

**Explanation:**

- 1- Data Entry 'Objects: Accounts, Contacts, Opportunities, Leads, Contracts, Cases, Solutions, Custom Objects
- 2- History Objects: Approval History, limited Campaign Member history (Member First associated, Member First Responded)
- 3- Salesforce2 Salesforce connection history
- 4- Opportunity Stage History for: Stage, Probability, Amount, Close Date, Last Modified By

**NEW QUESTION 7**

- (Topic 1)

S-Controls are only triggered through the user interface

- A. True
- B. False

**Answer:** A

**NEW QUESTION 8**

- (Topic 1)

In a global Sales force implementation, all sales teams must use the same sales process.

- A. True
- B. False

**Answer:** B

**Explanation:**

'Sales processes can be created and customized for each different sales team/region, etc.

**NEW QUESTION 9**

CORRECT TEXT - (Topic 1)

List the order in which automation features trigger when a user saves a record.

- A. Mastered
- B. Not Mastered

**Answer:** A

**Explanation:**

- 1- System Validation Rules
- 2- All Apex BEFORE Triggers
- 3- Custom Validation Rules
- 4- All Apex AFTER triggers
- 5- Assignment Rules (leads/cases)
- 6- Auto-Response (leads/cases)
- 7- Workflow Rules
- 8- Escalation Rules (cases)
- 9- Post-commit logic (Parent Roll-up Summary fields triggers all of the above on the parent object)

**NEW QUESTION 10**

CORRECT TEXT - (Topic 1)

How can you create a separate dashboard for each user and have it only visible to that user?

- A. Mastered
- B. Not Mastered

**Answer:** A

**Explanation:**

Clone the dashboard and put it in a separate folder that is only accessible to that user.

**NEW QUESTION 10**

CORRECT TEXT - (Topic 1)

Describe how administrators can examine what configuration changes have been made:

- A. Mastered

B. Not Mastered

**Answer:** A

**Explanation:**

- 1- Through the audit trail (at Setup | Security Controls).
- 2- It will show the 20 most; recent setup changes, you can download a complete history for the last 180 days
- 3- There are over three dozen items tracked (see "Monitoring Setup Changes" in help)
- 4- Alternatively, you might use Dream factory's Snapshot or other Metadata API-based tools.

**NEW QUESTION 11**

CORRECT TEXT - (Topic 1)

Describe some results of a sharing model that is too public.

- A. Mastered
- B. Not Mastered

**Answer:** A

**Explanation:**

There is a lot of dirty data. Data can easily be stolen.

**NEW QUESTION 13**

- (Topic 1)

You can specify the criteria for specific objects desired in the weekly data export function?

- A. True
- B. False

**Answer:** A

**Explanation:**

You can select the objects and create subsets of data in the weekly export.

**NEW QUESTION 15**

- (Topic 1)

An administrator notices there are too many duplicate records, numerous sharing rules, and a large number of manually shared records. This situation maybe a symptom of...

- A. A role hierarchy that has too few roles
- B. A sharing model that is too public.
- C. A sharing model that is too private.
- D. Object permissions on profiles that are too restrictive.

**Answer:** C

**Explanation:**

With a private sharing model, users can't see if records already exist in the system and create new ones that they can see. Also, IT receives many requests for additional access to users as well as users individually sharing records.

**NEW QUESTION 18**

CORRECT TEXT - (Topic 1)

List the commonly used API calls

- A. Mastered
- B. Not Mastered

**Answer:** A

**Explanation:**

Create (also known as Insert) Update  
Upsert Delete Undelete Query Retrieve

**NEW QUESTION 19**

- (Topic 1)

If you could only give one release document to your IT department, which would it be?

- A. Feature detail pages
- B. Detailed release notes
- C. Admin preview doc
- D. Release overview pages

**Answer:** B

#### NEW QUESTION 24

CORRECT TEXT - (Topic 1)

Describe the best way to manage Lockout Periods for maintenance?

- A. Mastered
- B. Not Mastered

**Answer:** A

#### Explanation:

- 1- Create a profile that restricts the login hours for all users out during the maintenance session.
- 2- Then use Data Loader to switch everyone back when done.

#### NEW QUESTION 26

- (Topic 1)

Referring to other formulas may reduce the 1300 character limit, but it is possible to continue chaining multiple formula fields together indefinitely.

- A. True
- B. False

**Answer:** B

#### Explanation:

This is not possible because the character limit still applies.

1300- Maximum characters s displayed after calculation 3900- Maximum characters allowed in the formula

#### NEW QUESTION 31

- (Topic 1)

In Sales force Territory\* Management, a territory hierarchy is different from a role hierarchy in that it...

- A. grants login access to all users in a territory.
- B. supports assigning users to multiple territories.
- C. automatically assigns users to sales teams in the territory.
- D. gives users in a territory full edit access to all accounts in that territory.

**Answer:** B

#### Explanation:

Territory hierarchy is about assigning users to opportunities.

Role hierarchy is about broadening visibility to records up the chain of command so managers can see records owned by their subordinates

#### NEW QUESTION 32

- (Topic 1)

Validation rules are executed for fields that arc stored in the object but not part of the displayed page layout.

- A. True
- B. False

**Answer:** A

#### Explanation:

Validation rules are executed for all fields on an object regardless of whether or not they are displayed on the page layout.

#### NEW QUESTION 34

- (Topic 1)

As an end user what are two things you can do in content?

- A. Read
- B. Edit
- C. Subscribe
- D. Post

**Answer:** AC

#### NEW QUESTION 35

- (Topic 1)

Ideas can be used in the self service portal.

- A. True
- B. False

**Answer:** B

#### Explanation:

Only customer and partner portals can use ideas.

#### NEW QUESTION 37

- (Topic 1)

All of the following tools assist in auditing EXCEPT:

- A. Reports
- B. Field History
- C. Setup Audit Trail
- D. Page Layout
- E. Dream factory Snapshot

**Answer:** D

#### Explanation:

Page Layout has nothing to do with auditing. However, you can place some history related list on a page layout to display the historical information.

#### NEW QUESTION 39

- (Topic 1)

If you are granted access to a record through manual sharing or sharing rules, you can share the record to someone else

- A. True
- B. False

**Answer:** A

#### Explanation:

But only if granted Full Access to the record.

#### NEW QUESTION 44

- (Topic 1)

\_\_\_\_\_ allow developers to completely replace the standard page layouts within the Sales force UI with completely custom pages.

- A. HTML
- B. Apex
- C. S-Controls
- D. Visual force Pages

**Answer:** D

#### Explanation:

Visual force pages can incorporate Apex for advanced business logic functionality.

#### NEW QUESTION 47

- (Topic 1)

A Sales force object can exist independent of an application.

- A. True
- B. False

**Answer:** A

#### Explanation:

You do not have to create a custom tab or assign a custom object to an application.

#### NEW QUESTION 50

CORRECT TEXT - (Topic 1)

Describe what Delegated Administrators CAN do:

- A. Mastered
- B. Not Mastered

**Answer:** A

#### Explanation:

- 1- Create and edit users
- 2- Reset passwords
- 3- Create default sales teams
- 4- Create personal groups for users
- 5- Assign users to profiles
- 6- Login as a user who has granted login access

#### NEW QUESTION 54

CORRECT TEXT - (Topic 1)

You can provision multiple Sandbox orgs.

There are 3 different types of sandboxes:

- A. Production
- B. Configuration
- C. Developer

**Answer:** A

#### NEW QUESTION 56

CORRECT TEXT - (Topic 1)

Describe the some symptoms of a sharing model that is too private.

- A. Mastered
- B. Not Mastered

**Answer:** A

#### Explanation:

- 1- Lots of duplicate records
- 2- Users consistently have to manually share records
- 3- There are a large number of sharing rules
- 4- Admins have lots of requests for more record access

#### NEW QUESTION 59

- (Topic 1)

How many days of setup audit history can you download?

- A. 7
- B. 30
- C. 90
- D. 180
- E. 365
- F. You can't download this information due to security

**Answer:** D

#### NEW QUESTION 63

- (Topic 1)

A company currently uses the standard Sales force product and price hook objects. Is it possible for this company to publish product and price hook information to its corporate Web site so customers in different regions see the correct product catalog with prices in the local currency?

- A. Yes, with the Customer portal.
- B. No, it is not possible to present multicurrency data.
- C. Yes, by building a custom integration following the X-to-Web design pattern.
- D. No, it is not possible to present data stored in standard objects other than cases and solutions to a Web site.

**Answer:** C

#### Explanation:

X-to-web enables any standard or custom object to be published into any website.

#### NEW QUESTION 68

CORRECT TEXT - (Topic 1)

List the "clicks" and "code" options at the 'User Interface 'level.

- A. Mastered
- B. Not Mastered

**Answer:** A

#### Explanation:

Clicks: Apps, Tabs, Page Layouts, Record Types. Code: S-Controls, Web Controls, Visual force

#### NEW QUESTION 72

CORRECT TEXT - (Topic 2)

What are 2 the ways that Visual pages can be incorporated into the rest of your user interface?

- A. Mastered
- B. Not Mastered

**Answer:** A

#### Explanation:



1- Tabs2. Embedded into page layouts

#### NEW QUESTION 75

CORRECT TEXT - (Topic 2)

What causes irreversible changes to data via UI?

- A. Mastered
- B. Not Mastered

**Answer:** A

#### Explanation:

- 1- Changing field data type
- 2- Using the import wizard
- 3- Mass transfer
- 4- Mass delete
- 5- Mass reassign Account or Opportunity Teams
- 6- Mass update addresses

#### NEW QUESTION 80

- (Topic 2)

What is the best way to transfer configurations from Sandbox to Production?

- A. Import Wizard
- B. Metadata API
- C. Change Sets
- D. Data loader

**Answer:** B

#### NEW QUESTION 82

- (Topic 2)

What do `{!expressions}` refer to when used in Visual force components?

- A. Roll-Up summaries
- B. Factorial Equations
- C. Apex Classes
- D. Fields

**Answer:** D

#### NEW QUESTION 87

- (Topic 2)

Where are Salesforce's web services capabilities defined? (2 answers)

- A. Company Information
- B. Subscription Agreement
- C. WSDL
- D. API Documentation

**Answer:** CD

#### NEW QUESTION 92

CORRECT TEXT - (Topic 2)

What are 4 common Challenges to going global?

- A. Mastered
- B. Not Mastered

**Answer:** A

#### Explanation:

- 1- Intl BU's & IT operating autonomously
- 2- Mix of English & native language
- 3- Immature sales processes
- 4- No Common platform

#### NEW QUESTION 97

- (Topic 2)

When is it appropriate to use packaging vs the metadata API?

- A. When moving an entire app from one environment to another
- B. If you have made changes to an apex class App
- C. If you share an app in a more casual setting

**Answer:** ABC

#### NEW QUESTION 100

CORRECT TEXT - (Topic 2)

What is the reason you should do discovery in your data management process?

- A. Mastered
- B. Not Mastered

**Answer:** A

#### Explanation:

You need to analyze the data to find out what information needs to be cleansed and how the data is to be structured. This helps to define the reports and dashboards that will support the business processes you seek to manage.

#### NEW QUESTION 103

- (Topic 2)

What are the types of items measured by the Sales force Labs Adoption Dashboards? Select all that apply:

- A. User logins
- B. Closed won opportunities
- C. Call activity
- D. Data quality

**Answer:** ACD

#### NEW QUESTION 105

- (Topic 2)

Where do I add IP addresses to the trusted set?

- A. Setup | Administration Setup | Security Controls | Network Access
- B. Setup | Administration Setup | Company Information
- C. Setup | Administration Setup | Users | Profiles
- D. Setup | Company Information

**Answer:** A

#### NEW QUESTION 106

- (Topic 2)

What are the two keys to setting up Territory Management?

Select all that apply:

- A. Enable customizable forecasting
- B. Advanced currency management
- C. Have an Active Sandbox
- D. Marketing User permission enabled

**Answer:** AC

#### NEW QUESTION 107

CORRECT TEXT - (Topic 2)

What services are included in DaaS?

- A. Mastered
- B. Not Mastered

**Answer:** A

#### Explanation:

- 1- Force.com metadata API
- 2- Force.com IDE
- 3- Force.com Sandbox
- 4- Force.com code share

#### NEW QUESTION 112

- (Topic 2)

Which of the following will make it easier for users to reach merge tools?

- A. Build a custom button/link to the merge wizard
- B. Merge using the KxcelConnector
- C. Be granted delete rights to merge leads
- D. All of the above

**Answer:** D

#### NEW QUESTION 117

- (Topic 2)

What are some of the criteria you can use to identify duplicate records? Select all that apply:

- A. Account Numbers
- B. Descriptions
- C. IDs
- D. Phone numbers
- E. SIC Codes
- F. Addresses
- G. Email Addresses

**Answer:** ACDFG

**Explanation:**

B - Descriptions can be anything and will not show unique records.  
E-SIC codes can be applied to many records and do not identify unique records.

#### NEW QUESTION 121

CORRECT TEXT - (Topic 2)

What causes irreversible changes to data via API?

- A. Mastered
- B. Not Mastered

**Answer:** A

**Explanation:**

- 1- Update
- 2- massdelete

#### NEW QUESTION 124

- (Topic 2)

Which of the following are track able with the User Login Locations functionality? Select all that apply:

- A. Source IP address
- B. Originated from UI (not available in standard User report)
- C. Login Date
- D. Device Type
- E. Browser

**Answer:** ABC

#### NEW QUESTION 126

- (Topic 3)

With cross-object formula fields, fields can be inserted from objects of which relationship types?  
Choose 2 answers.

- A. Master-detail relationships
- B. Roll-up summary relationships
- C. Lookup relationships
- D. Hierarchical Relationships

**Answer:** AC

#### NEW QUESTION 131

- (Topic 3)

What are three types of S-Controls? Choose 3 answers.

- A. FTTTP
- B. HTML
- C. SNIPPET
- D. URL

**Answer:** BCD

#### NEW QUESTION 135

- (Topic 3)

Introducing duplicate account records can be hard to control in a private sharing model. The Account Owner Report can be used to view a list of account records in such a sharing model. What is required to run this report?

- A. An administrator enabling this feature in the application
- B. Enabling "Modify All Data" permissions on the user profile
- C. A user to be above an account owner in the role hierarchy
- D. A sharing rule whereby all accounts owned by the entire organ

**Answer:** A

#### NEW QUESTION 140

- (Topic 3)

What can Delegated Administrators cannot do?

Select all that apply Choose 2

- A. Create New Profiles
- B. Assign Profiles
- C. Add fields to page layouts
- D. Create fields

**Answer:** AD

#### NEW QUESTION 141

- (Topic 3)

An administrator wrote a field update action for a workflow rule on a field that is hidden via Field-Level Security, when the workflow rule triggers, what happens to the data in the hidden field?

- A. The field will fail to update and remain in its original state.
- B. The field is updated, even though it is hidden
- C. The field will only update if the rule is triggered by a time-based trigger
- D. The field will only update if the user has Modify All Data enabled in the profile.

**Answer:** B

#### NEW QUESTION 144

- (Topic 3)

What does Connect for Microsoft Office include? Choose 2 answers.

- A. B.Microsoft Excel add-in.
- B. C.Microsoft Project add-in.
- C. D.MicrosoftPowerPoint add-in.

**Answer:** A

#### NEW QUESTION 148

- (Topic 3)

The Force.com Metadata API allows developers to....

- A. add data to their Sales force orgs
- B. delete standard fields on customer objects programmatically
- C. create, update and delete custom objects and fields programmatically
- D. perform all the actions listed under Setup through a programmatic interface.

**Answer:** D

#### NEW QUESTION 152

- (Topic 3)

Which feature can be enabled in a sandbox?

Choose 2 answers.

- A. Case escalation rules
- B. Workflow rules
- C. Opportunity reminders
- D. Case assignment rules

**Answer:** B

#### NEW QUESTION 157

- (Topic 3)

How would an administrator ensure that users are not able to edit account records owned by other users?

- A. Set the organization wide default for accounts to Public Read/Write
- B. Remove edit access from the account object on the user profile.
- C. Set the organization wide default for accounts to Public Read Only.
- D. Override the Edit button on the account object with an Apex trigger to limit edit access to account owners only

**Answer:** C

#### NEW QUESTION 159

- (Topic 3)

What is Data Enrichment?

- A. Improving Existing data by linkingadditional data services.
- B. Systematic collection or organization and analysis of data
- C. Creating formatconsistency, removing bad dataand consolidating resources.
- D. Identifying and merging duplicate records.

**Answer:** A

**NEW QUESTION 160**

- (Topic 3)

If a primary object on a custom report type is a custom object, what happens if the custom object is deleted?

- A. The custom report type will be deleted.
- B. The custom report type will not be deleted.
- C. The custom report type and any reports created from it will be automatically deleted.
- D. The custom report type will be deleted but any reports created from it will remain available.

**Answer:** C

**NEW QUESTION 165**

- (Topic 3)

What are some drawbacks to S-Controls?

Choose 3 answers.

- A. Creating new ones is no longer supported by SFDC
- B. S-Controls are server side code and much faster than APEX code.
- C. Not always cross-browser compatible
- D. S-Controls can slow down the UI (User Interface)

**Answer:** ACD

**NEW QUESTION 169**

- (Topic 3)

What skill set is required to work with outbound messages?

- A. WSDL
- B. APEX Code
- C. Programmatic skill set working with programming languages such as C# or Java
- D. API

**Answer:** C

**NEW QUESTION 174**

- (Topic 3)

Which technology is useful for Visual force controller developers to have experience with? choose2

- A. Java
- B. HTML
- C. Java Script
- D. Java Server Pages

**Answer:** AB

**NEW QUESTION 176**

- (Topic 3)

An administrator would like to compare a field or expression to a list of static values. Which of the following functions should be used?

- A. ISNUMBER
- B. CONTAINS
- C. TRIM
- D. VALUE

**Answer:** B

**NEW QUESTION 177**

- (Topic 3)

How do you take away a user's ability to run reports while allowing them to view the report?

- A. Remove the "Run Reports" or "Create and Customize Reports" from their profile.
- B. Adding "Cannot Run Reports" or "Cannot Create and Customize Reports" to their profile.
- C. Adding "Manage User" permissions to their profile.
- D. Remove " View All Data" permission from their profile.

**Answer:** A

**NEW QUESTION 181**

- (Topic 3)

Is it possible to modify apps downloaded from the App Exchange?

- A. Yes
- B. only if they are a managed package.

- C. Ye
- D. only if they are not a managed package.
- E. No

**Answer:** B

#### NEW QUESTION 185

- (Topic 3)

The Add Time Trigger button is unavailable if which of the following are true? Choose 3 Answers

- A. The rule is activated.
- B. The rule criteria is set to " Every time a record is created or edited"
- C. The rule is deactivated, but has pending actions in the workflow queue
- D. A user defines the time triggers using days or hours as the unit of time

**Answer:** ABC

#### NEW QUESTION 189

- (Topic 3)

What is a Data Set?

- A. Profile for Mobile Setup
- B. Change Set
- C. When information is available on your internal server
- D. When information is available on your Sales force Server

**Answer:** A

#### NEW QUESTION 194

- (Topic 3)

The Service Level and SLA Expiration Date are fields on an Account. An Administrator would like to display service level information from accounts on all cases related to those accounts. How can the administrator accomplish this?

- A. Account fields cannot be displayed on a case; the administrator would need to run a report
- B. Only by writing Apex code
- C. By creating across object field update
- D. By creating a cross object formula field

**Answer:** D

#### NEW QUESTION 196

- (Topic 3)

Which is NOT an option for customizing Sales force Community?

- A. Half-Life
- B. Categories
- C. Customized page layouts
- D. Customized search layouts.

**Answer:** C

#### NEW QUESTION 198

- (Topic 3)

Which action is possible with Connect for Lotus Notes and Sales force for Outlook? Choose 3 Answers

- A. Create accounts in Sales force
- B. Synchronize calendar appointments to Sales force
- C. Upload email attachments to Sales force
- D. Synchronize contacts and tasks to Sales force

**Answer:** BCD

#### NEW QUESTION 202

- (Topic 3)

When using Sales force Territory Management, Accounts and Users can be in multiple territories, but an Opportunity can only be associated with a single territory. How is an Opportunity assigned to a territory?

- A. To the territory of the user who is a forecast user
- B. To the account's original territory upon initialization
- C. To the territory of the user that owns the related account
- D. By the intersection of the user's territory and the account territory

**Answer:** D

#### NEW QUESTION 204

- (Topic 4)

Which deployment tools allow you to manage changes in a source-code control system? (Select all that apply)

- A. Change sets
- B. Force.com IDE
- C. Force.com Migration Tool

**Answer:** BC

#### NEW QUESTION 209

- (Topic 4)

In Sales force Territory Management a territory hierarchy is different from a role hierarchy in that it grants login access to all users in a territory.

- A. Supports assigning users to multiple territories.
- B. Automatically assigns users to sales teams in the territory.
- C. Gives users in a territory full edit access to all accounts in that territory.

**Answer:** A

#### NEW QUESTION 213

- (Topic 4)

Criteria - Based sharing rules cannot be created for which Object?

- A. Accounts
- B. Opportunities
- C. Cases
- D. Solutions
- E. Contacts
- F. Custom objects

**Answer:** D

#### NEW QUESTION 216

- (Topic 4)

On Sales force console if a user want to see more fields in Parent object mini layout while viewing Child Detail Page.

- A. Change Mini Page Layout
- B. Change Page Layout
- C. Change Console Layout
- D. Change Mini Console layout

**Answer:** A

#### NEW QUESTION 217

- (Topic 4)

What type of information can be recorded in a debug log? (Select a ll that apply)

- A. Workflow
- B. Data Storage
- C. Validation
- D. Database
- E. License

**Answer:** ACD

#### NEW QUESTION 219

- (Topic 4)

Universal container wants to implement a system. There are specific unique values that needs to be related to objects. What is best way to implement it?

- A. Create a custom object and create lookup from other object to it .
- B. Create multiple unique pick list values.

**Answer:** A

#### NEW QUESTION 222

- (Topic 4)

Where you can see the SFDC release information? Choose 3

- A. App Exchange
- B. Idea Exchange
- C. Success
- D. Salesforce.com

**Answer:** BCD



#### NEW QUESTION 227

- (Topic 4)

What is true about cross object formula fields? (Select 2)

- A. Fields on Parent can be referred
- B. Fields on Grand Parent can be referred
- C. Fields on Parent can be referred only using lookup
- D. Fields on Grand Parent can only be referred using Master Details

**Answer:** AB

#### NEW QUESTION 231

- (Topic 4)

Which are not a capability of a delegated administrator?

- A. Create/ edit users and reset passwords
- B. Create custom fields
- C. Create default sales teams
- D. Create personal groups for users
- E. Create Custom Objects
- F. Assign users to specified profiles
- G. Login as a user who has granted login access

**Answer:** B

#### NEW QUESTION 235

- (Topic 4)

What is the fastest way to communicate new release information to your end users?

- A. Feature detail pages
- B. Detailed release notes
- C. Admin preview document
- D. Discover button in application

**Answer:** B

#### NEW QUESTION 240

- (Topic 4)

What are some ways to back up your data? Choose 3 answers.

- A. Data Loader (Export feature)
- B. Full data export or weekly data export
- C. Store your data locally
- D. Run Reports

**Answer:** ABD

#### NEW QUESTION 242

- (Topic 4)

Personal tags can be viewed by Admins

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 246

- (Topic 4)

What can be customized in content? (choose 2)

- A. Content type
- B. Validation rules
- C. Page layouts
- D. Content Value

**Answer:** AB

#### NEW QUESTION 249

- (Topic 4)

Suri has the "read" permission for the case object on her profile. A criteria-based sharing rule gives her read/write access to product support cases. Will Suri be able to edit.

- A. Yes
- B. No

**Answer:** B



#### NEW QUESTION 251

- (Topic 4)

What are included in Force.com platform? Choose 3

- A. Ideas
- B. App exchange
- C. UI
- D. Global Trusted infrastructure

**Answer:** BCD

#### NEW QUESTION 256

- (Topic 4)

Universal container wants once a Stage of Opportunity is set to Analysis, in 2 days stage should be flagged as red and notification mail should be sent to CEO. What should be done?

- A. Create a validation rule to stop editing stage after 2 days
- B. Create a Workflow Approval Process to mark stage red
- C. Create a formula field to stop editing after 2 days
- D. Create a workflow time trigger to send an email to CEO after 2 days

**Answer:** D

#### NEW QUESTION 257

- (Topic 4)

Universal Container has a Time based Workflow on Opportunity which has been deactivated by their system admin. Select which is true. Choose 2

- A. All time based action will be removed from the queue as soon as WF deactivated.
- B. Time Action will be removed from the queue once Opportunity related record is deleted
- C. Time Action will be removed from the queue once Opportunity related record is updated
- D. Time Action will be removed from the queue once we

**Answer:** BC

#### NEW QUESTION 261

- (Topic 4)

What can be used to reduce the size of Formula field? (Choose 2)

- A. CASE
- B. CONTAINS
- C. IF

**Answer:** AB

#### NEW QUESTION 264

- (Topic 4)

How can you measure adoptions beyond just logins? Choose 3 answer.

- A. Decrease Login Session Timeouts
- B. Track how often users are using new features after training sessions,
- C. Run spot checks on Data
- D. Track training sessions in SFDC

**Answer:** BCD

#### NEW QUESTION 267

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