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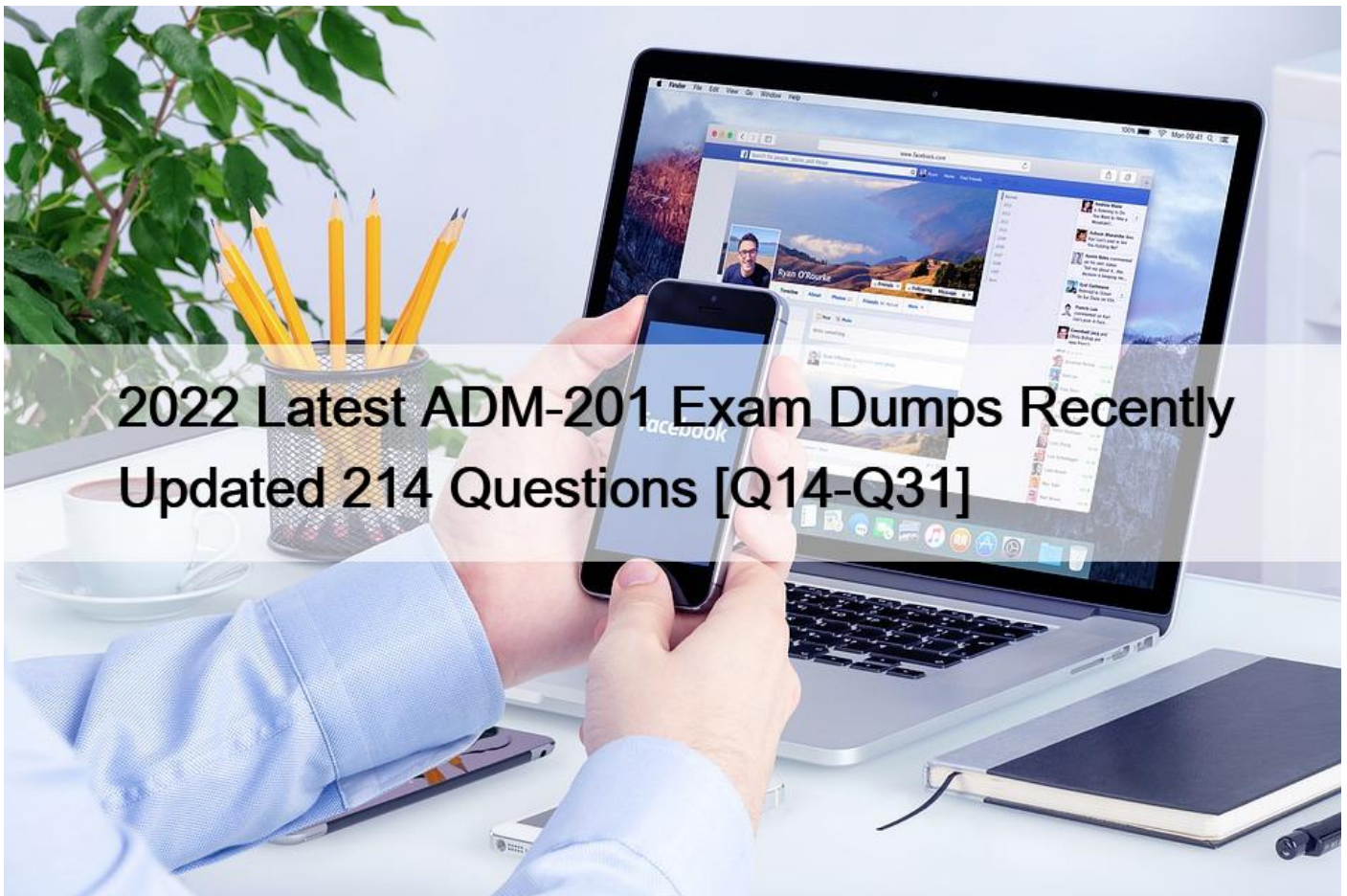

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QUESTION 14

Which of the following does not need business process?
* Leads
* Opportunities
* Contacts
* Cases

QUESTION 15

What do you need to specify when you schedule a report?
* You need user with Marketing Profile to ?Schedule Reports?
* You need user permission to ?Schedule Reports?
* You need user to have a Manager Role
* Click Run Report and choose Schedule Future Runs… from the drop-down button.

QUESTION 16

Fill in the blank.

Define the Tabular Report.
See the answer below

Explanation/Reference:

Explanation: Provides a simple listing of your data without subtotals. The only format that has a floating report header.

QUESTION 17

Which of the following statements are true about Data Validation?
* Validation rules apply to all new and updated records for an object.
* Validation rules can update fields which are not included in a page layout.
* Validation rules can reference fields which are not included in a page layout.
* If an error message is not set, a default message will be prompted instead.
* All of the above.
* None of the Above.
Section: Volume C

QUESTION 18

Which three aspects of standard fields should an administrator customize?

Choose 3 answers
* Decimal places Calculator
* Field name rat
* Field history tracking
* Help text
* Picklist values

QUESTION 19

Partner portal and customer portal users aren’t required to activate computers to log in.
* True
* False

QUESTION 20

The User Interface Settings can be adjusted for individual users.
* True
* False

QUESTION 21

Which can be accessed by a Chatter Free user?
* People

* Content
* Profiles
* Groups
* Files
* Leads
Section: Volume C

QUESTION 22

Which of the following statements are true concerning email activation? (Select one)
* The email activation feature requires that the user click an activation link before logging onto a new computer.
* The email activation feature cannot be disabled.
* The email activation feature can be disabled by request to Salesforce.com support.
* The email activation feature can be disabled through the UI.

QUESTION 23

You can use inline editing to maintain all detail pages in the application except for….?
* Documents and Forecasts

QUESTION 24

Custom Fiscal years are for companies that break down their fiscal years, quarters, and weeks in to custom fiscal periods based on their financial planning requirements.
* True
* False

QUESTION 25

It is only necessary for Identity Confirmation if IP address is unknown and browser cookie does not exist:
* True
* False

QUESTION 26

How many app exchange apps can you install in EE?
* 5
* 10
* 15
* 20
Section: Volume G

QUESTION 27

Ursa Major Solar utilizes accounts in its sales process; however, not all users have access to them. New users require read access to accounts. Additionally, four new users require edit access. ?

What should an administrator do to configure access for the new users?
* Configure a profile to grant account view access and a permission set to grant account edit access to specific users.
* Configure a permission set to grant account edit access to specific users and modify the standard user profile.

* Configure a profile to grant account edit access and a permission set to restrict read access to specific users.
* Configure a sharing rule for account view access and another sharing rule for edit access to specific users.

QUESTION 28

Which of the following components inherits the record type and profile associations, related lists, fields, and field access settings from its associated page layout?
* Console layout
* Mini Page Layout
* Detail View
* Related Objects

QUESTION 29

Which of the following is the best way to make the Field Mandatory for everyone?
* Page Layout
* Validation Rule
* Roles & Profiles
* Field Level Security

QUESTION 30

Final reject actions can include actions such as email alerts
* True
* False

QUESTION 31

Multiple record types may be created for every tab with the exception of:
* Home Tab
* Forecast Tab
* Documents Tab
* Leads Tab
* Report Tab

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