

## Salesforce.ADX-201.v2021-09-04.q106

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### NEW QUESTION: 1

What is the default report format for new reports created in report builder?

- A. Matrix
- B. Tabular
- C. Summary

**Answer: B (LEAVE A REPLY)**

### NEW QUESTION: 2

If you delete an email from a case and then delete the case, you will not be able to retrieve the deleted email from the Recycle Bin

- A. False
- B. True

**Answer: B (LEAVE A REPLY)**

### NEW QUESTION: 3

Forecasting can be used with Custom Fiscal Years.

- A. False
- B. True

**Answer: (SHOW ANSWER)**

### NEW QUESTION: 4

What other permissions does the "Manage Analytic Snapshots" permission require (Select all that apply).

- A. View Setup and Configuration
- B. Manage All Data
- C. Run Reports
- D. Schedule Dashboards

**Answer: A,C,D (LEAVE A REPLY)**

**NEW QUESTION: 5**

Who can view a Campaign in Salesforce.com

- A. All users of Salesforce.com who have access to Campaigns Object
- B. Campaign Manager only
- C. Sales and Marketing User
- D. Marketing User only

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 6**

How does the Import Wizard perform matching when updating records?

**Answer:**

By Salesforce  
ID

**NEW QUESTION: 7**

What are Chatter Groups?

**Answer:**

Chatter groups  
let you share  
information with

specific people. For  
example, if you'r

working on a project and want to share information only with your team members, you can create a Chatter group for your team.

Chatter groups include a list of members, a Chatter feed, and a photo. You can create the following types of Chatter groups:

\* Public: Anyone can see the group's updates, but only members can post updates.

Anyone can join a public group.

\* Private: Only members can see and post updates. The group's owner or managers must add members.

**NEW QUESTION: 8**

What are the field property options for Custom Fields?

**Answer:**

Required,

Read-Only,

External ID,

Unique

**NEW QUESTION: 9**

Custom formula fields are recalculated:

- A. Once per user session
- B. Nightly
- C. Every twenty minutes
- D. Each time a user views the record

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 10**

The automated case user will be listed on the case history for all actions that are system defined, including:

- A. When a case is created online via Web-to-Case
- B. When a Workflow is Triggered
- C. When a case is automatically assigned using assignment rules
- D. When a case is escalated

**Answer: A,C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 11**

If you schedule a dashboard refresh on the 31st day of every month, will the dashboard refresh in months without a 31st day?

- A. False
- B. True

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 12**

System administrators can modify tab settings for custom profiles (Default On, Default Off and Hidden).

- A. True
- B. False

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 13**

A user who has access to formula field can reference fields to which he or she doesn't have access to allowing him or her to view restricted data.

- A. True
- B. False

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 14**

How are Folders used?

**Answer:**

To organize  
reports, dashboards,  
communication  
templates and  
documents

**NEW QUESTION: 15**

Case Assignment Rules are based on elapsed time

- A. False
- B. True

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 16**

All dashboard viewers see data based on the security settings of the Running User-  
regardless of their own personal security settings?

- A. True
- B. False

**Answer: A (LEAVE A REPLY)**

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**NEW QUESTION: 17**

Record locking prevents users from editing a record only if they have certain field-level  
security or sharing settings.

- A. True
- B. False

**Answer: B (LEAVE A REPLY)**

Record Locking is a process of preventing users from editing a record regardless of field  
level security  
/ sharing settings

**NEW QUESTION: 18**

Is it possible to have Sidebar search enabled with Global Search?

- A. Yes

**B. No**

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 19**

Which object cannot use sharing rules to manage access?

- A. Child to a parent object
- B. Custom object
- C. Managed Package
- D. Standard object

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 20**

You can map custom lead fields to standard fields on the Account, Contact, and Opportunity.

- A. True
- B. False

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 21**

Which graphs rely on grand total for dashboards?

- A. Table and line
- B. Metric and table
- C. Table and gauge
- D. Metric and gauge

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 22**

What determines a unique User Record?

- A. User Name
- B. Standard Profile
- C. User Role
- D. Custom Profile

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 23**

Which of the following are true about List Views?

- A. Export List View data to Excel
- B. All of the above
- C. Print list views.
- D. Specify which groups of users have access to the list view.
- E. Save list views for future use.

F. Follow records and view related Chatter posts.

**Answer: C,D,E,F ([LEAVE A REPLY](#))**

**NEW QUESTION: 24**

Every profile, including profiles associated with Customer Portal users must have at least one visible app.

A. False

B. True

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 25**

The Report Builder is different from the Report Wizard.

A. True

B. False

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 26**

A system administrator can opt to lock users out of the Salesforce org if they exceed a certain number of failed login attempts.

A. True

B. False

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 27**

What should a system administrator use to disable an application for a group of users?

A. Web tabs

B. Sharing Rules

C. Profiles

D. Page layouts

E. Roles

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 28**

To enable Field History Tracking for an object, the system administrator must also add the related list to the page layout.

A. False

B. True

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 29**

Personalizing SFDC: If I want to update my personal info, email settings, etc. I have to:

- A. Click "set up" in salesforce.com and edit my info
- B. Contact head office

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 30**

Which of the field types cannot be used as an External Id?

- A. Picklist Field
- B. Email Id Field
- C. Text Field
- D. Number Field

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 31**

Here are the salesforce.com definitions of a Lead, Account, Contact, & Opportunity. Which one is the definition for an opportunity?

- A. An organization, individual or company involved with your business such as customers, competitors and partners that you wish to track in Salesforce. The Icon is a file folder.
- B. Any person, organization or company that may be interested in your products and services, not yet customers. The Icon is a green Star Man.
- C. Any potential revenue-generating event ("sales deal" ) that you want to track in Salesforce. The Icon is a Coin.
- D. Any individual or influencer associated with an account that you want to track in Salesforce. The Icon is a business card.

**Answer: C ([LEAVE A REPLY](#))**

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#### **NEW QUESTION: 32**

A user successfully login's at 3:00 PM, What happens at 3:31 PM, if the Login hours for the user's Profile are set from 7:30 AM to 3:30 PM?

- A. User keeps working continuously without any issues
- B. User is logged out once he tries to do any DML (Data Manipulation) Operation i.e. Save, Edit etc.
- C. User is asked in a Popup window if he would like to extend his session

D. User is automatically Logged Out

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 33**

What is the role of "Primary Object" when creating custom report types?

- A. To let the user select values in the view picklist
- B. It lets us know if it can be the source of the dashboard
- C. To ensure all are using the same set of business rules
- D. For reporting

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 34**

Will users have to use their security token when logging into connect for outlook if their IP range has already been added to a trusted IP range?

- A. False
- B. True

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 35**

Existing records that meet the Workflow Rule criteria trigger the Rule.

- A. False
- B. True

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 36**

What is true regarding a Running User

- A. The Running User follows the sharing model and will allow the users who see the dashboard to see high level sales data for just what they own plus role hierarchy.
- B. The Running User overrides the sharing model and will allow the users who see the dashboard to see high level sales data for everyone, except their own
- C. The Running User follows the sharing model and will allow the users who see the dashboard to see high level sales data for just what they own
- D. The Running User overrides the sharing model and will allow the users who see the dashboard to see high level sales data for everyone, not just their own

Answer: D ([LEAVE A REPLY](#))

**NEW QUESTION: 37**

A lead has been converted. Where can we find the campaigns associated with it? Select 2.

- A. Campaign history list
- B. Campaign history report
- C. Campaign related list on account

- D. Opportunity campaign related list
- E. Contact campaign related list

**Answer: D,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 38**

You can then associate each business process with one / more record types and make it available to users based on their:

- A. Licence Type
- B. Salesforce Edition
- C. OWD
- D. Role
- E. Profile

**Answer: E ([LEAVE A REPLY](#))**

**NEW QUESTION: 39**

Which function is available in the report builder interface, prior to running the report?

- A. Schedule future runs
- B. Show/hide details
- C. Printable view
- D. Export details
- E. Save

**Answer: B,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 40**

Are Tags searchable from standard Search component?

- A. Yes
- B. No

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 41**

Public groups can be any combination of other public groups, users, roles and \_\_\_\_\_.

- A. Profile
- B. None of the above
- C. Roles & subordinates
- D. Managers

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 42**

Which of the following make a User record Unique?

- A. Profile
- B. Role

- C. Email Id
- D. Username

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 43**

When do scheduled dashboard refreshes occur?

- A. Dashboards refresh in the Organization Default Time Zone.
- B. Dashboards refresh in the time zone of the user who schedules the refresh.

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 44**

What is the limit of Look-up Relationships per object?

- A. 10
- B. 5
- C. 4
- D. 6
- E. 25
- F. 3

**Answer: E (LEAVE A REPLY)**

**NEW QUESTION: 45**

List the differences between the Jumpstart Wizard and the Standard Approval Process Wizard:

**Answer:**

Jump Start

Wizard only allows for a single approver.

**NEW QUESTION: 46**

A Lookup Field Relationship Select the correct choice

- A. Links two formulas together
- B. Links two objects together
- C. Links two page layouts together
- D. Links two Salesforce.com instances together

**Answer: B (LEAVE A REPLY)**

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**NEW QUESTION: 47**

Identify the maximum number of leads / contacts that you can add from a report at one time using Integrated Campaign Builder:

- A. 25000
- B. 75000
- C. 50000
- D. 100000

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 48**

Conditional formatting is available for:

- A. Table & matrix
- B. Summary and table
- C. Matrix and tabular
- D. Summary and matrix

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 49**

When you delete a parent record, you will also delete the child record if that child record has a lookup relationship to the deleted record:

- A. True
- B. False

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 50**

You cannot change the name of the default Person Account record type, and you cannot create additional record types for Person Accounts

- A. False
- B. True

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 51**

How many app exchange apps can you install in EE?

- A. 15
- B. 5
- C. 20
- D. 10

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 52**

Record Types are not available in Select the right choice

- A. Professional Edition
- B. Developer Edition
- C. Enterprise Edition
- D. Unlimited Edition

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 53**

A Record Owner has the following privileges:

- A. Deletion Capabilities
- B. Transfer Capabilities
- C. Import Opportunity Capabilities
- D. Import Leads Capabilities
- E. View and Edit Capabilities

**Answer: A,B,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 54**

The Data Loader can de-duplicate records during import.

- A. False
- B. True

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 55**

How are Cases assigned?

**Answer:**

Assignment  
Rule

**NEW QUESTION: 56**

The mini view does not display if the record in the detail view does not have records associated with it.

- A. False
- B. True

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 57**

History Tracking can be performed on the following Standard Objects Except Select the choice which is applicable.

- A. Contacts

- B. Accounts
- C. Leads
- D. Opportunities
- E. Forecasts

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 58**

Which of the following was NOT a new feature in Summer 09?

- A. Enhanced Page Layout Editor
- B. List Views for Sales Teams
- C. Enhanced Chart Analytics
- D. Workflow Visualizer

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 59**

An administrator has given access to all users to view the public folders in solution with categories.

Which permission will enable the user to create more categories?

- A. Create on solution
- B. View on solution
- C. Edit on solution
- D. Delete on solution

**Answer: C** ([LEAVE A REPLY](#))

**NEW QUESTION: 60**

Select the best component to use if you want to list the top five sales performers on a dashboard.

- A. Metric
- B. Gauge
- C. Chart
- D. Table

**Answer: D** ([LEAVE A REPLY](#))

**NEW QUESTION: 61**

Where do images for email templates, Cloud Scheduler, etc. need to be stored?

**Answer:**

In SF

Documents

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**NEW QUESTION: 62**

When converting a lead, what values are transferred to the opportunity?

- A. Close Date = Last day in fiscal quarter
- B. Amount = Lead Amount
- C. Stage = First stage in list
- D. Close Date = Today

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 63**

A sales manager would like to view a dashboard from the perspective of different users and switch between users without editing the dashboard. How would an administrator enable this?

- A. Grant the sale manager the "Manage Dynamic Dashboards" permission.
- B. Create the dashboard as dynamic dashboard.
- C. Grant the sales manager the "View My Teams Dashboards" permission.
- D. Grant the sales manager the "Drag-and-Drop Dashboard Builder" permission.

**Answer: B,C (LEAVE A REPLY)**

**NEW QUESTION: 64**

A solution can only belong to one category.

- A. True
- B. False

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 65**

How does Cloud Scheduler Work?

**Answer:**

When you use Cloud Scheduler to request a meeting, Salesforce.com creates a unique We

page for your meeting that displays the proposed meeting times. When invitees visit the page, they select the times that work for them, and send you a reply. Salesforce.com tracks all the responses so you can pick the best time to meet when you confirm the meeting.

**NEW QUESTION: 66**

A System Administrator followed the click path: Your Name ? Setup ? Customize ? Reports & Dashboards?

User Interface Settings but found no option to enable the Report Builder Upgrade. Which statements could explain this scenario?

- A. Another System Administrator had already enabled it.
- B. There is no Report Builder Upgrade spring 11 just made it available to all profiles.
- C. They created their Salesforce Org after the Spring 11 release. Thus there is no need for the upgrade.
- D. That is not the right click path to do the upgrade.

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 67**

When a user refreshes a dashboard, who does the dashboard get refreshed for?

- A. The running user only
- B. Only the user who refreshed the dashboard.
- C. The administrator.
- D. The user and all those who have access to the dashboard

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 68**

Where do you go to create a List View so that you can see it on the Console, under the Accounts object?

- A. Create a list view on Accounts
- B. Create a list view on the Console
- C. Create a field on the Console
- D. Create a list view on Contacts

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 69**

The opportunities fields of the campaign statistics section on a campaign detail page will only be populated for the campaign designated as the primary campaign source?

- A. False
- B. True

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 70**

Will data be lost in a Custom Field if Data Type is changed to Number from any other Data Type?

- A. Yes
- B. No

Answer: [\(SHOW ANSWER\)](#)

**NEW QUESTION: 71**

You have Read Only access to an account, can you add a task or event to the account?

- A. True
- B. False

Answer: **B** ([LEAVE A REPLY](#))

**NEW QUESTION: 72**

Does access to folders respect the role hierarchy?

- A. Yes
- B. No

Answer: **B** ([LEAVE A REPLY](#))

**NEW QUESTION: 73**

Which information not captured on user record in Salesforce?

- A. Locale
- B. Hire date
- C. Employee number
- D. Delegated approval

Answer: **B** ([LEAVE A REPLY](#))

**NEW QUESTION: 74**

Is possible to view a forecast based on all of the following EXCEPT:

- A. Territory
- B. Sales Team
- C. Product Family
- D. Date Range

Answer: **B** ([LEAVE A REPLY](#))

**NEW QUESTION: 75**

Printable View does not Save all the report formatting.

- A. False
- B. True

Answer: **A** ([LEAVE A REPLY](#))

**NEW QUESTION: 76**

Your recycle bin record limit is \_\_\_\_\_ times the Megabytes (MBs) in your general storage

- A. 500
- B. 50
- C. 20
- D. 250

**Answer: D (LEAVE A REPLY)**

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**NEW QUESTION: 77**

What information does the Company Profile Hold?

- A. Language, Locale, and Time Zone
- B. None of the above
- C. Forecasting
- D. Licenses, Storage and Used Space
- E. Fiscal Year

**Answer: A,D,E (LEAVE A REPLY)**

**NEW QUESTION: 78**

All of the following are true about Opportunity Pipeline and Forecast reporting EXCEPT:

- A. Opportunity stages may be used to determine the forecast category of an opportunity
- B. Pipeline reports may include omitted opportunities from the forecast
- C. Pipeline reports may be overridden
- D. Forecasts may be overridden

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 79**

Where does the click path Your Name --> Set up -> Security controls -> Sharing settings lead to?

- A. Custom Profile
- B. Organization wide Defaults
- C. Trusted IP Ranges

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 80**

What would prevent a user from including fields when running a report?

- A. Field-level security only
- B. Page layouts only
- C. Field-level security & page layouts
- D. None of the above

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 81**

Can you uninstall an AppExchange application once it has been deployed.

- A. True
- B. False

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 82**

Which of the following does Salesforce CRM provide for restricting login access to the application?

Choose 3 answers

- A. Profile-based login hour restrictions
- B. Profile-based IP restrictions
- C. Organization-wide IP restrictions
- D. Organization-wide login hour restrictions

**Answer: A,B,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 83**

Folders are used to organize the following (choose all that apply)

- A. Documents
- B. Reports
- C. All of the above
- D. None of the above
- E. Email templates
- F. Dashboards

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 84**

The organization wants users to view the details of the calendar of the accounts and the ability to add events. What should be the OWD for it?

- A. Hide details and add events
- B. Hide details

- C. Show details and add events
- D. Add events

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 85**

The administrator wants to track data over a period of time. Which graph would he use?

- A. Pie
- B. Table
- C. Line
- D. Horizontal bar line

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 86**

What is parallel approval Routing?

- A. The ability to send approval requests to yourself multiple times, so you can approve a record
- B. The ability to send approval requests to multiple approvers in a single step
- C. The ability to take back approval requests once you have sent them
- D. When you can mass assign your locked records to users in your same Role

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 87**

What does a profile control?

- A. Fields available for view in related lists
- B. Relationship between two objects
- C. Tasks that users can perform on records they access
- D. View of records that users access

**Answer: C,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 88**

Assume the Organization Wide default sharing is set to private for all objects and no sharing rules have been created. You have two users in the Sales Rep Role, can they view each other's data?

- A. No
- B. Yes

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 89**

If a user has public read-only access to records [that he/she does not own], the following are true.

- A. The user can view and delete the record, but not edit it

- B. The user can search for the record
- C. The user can report on the record
- D. The user can change the owner of the record
- E. The user can view the record but not edit it

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 90**

Custom Summary Formulas can run calculations on custom formula fields.

- A. False
- B. True

**Answer:** B ([LEAVE A REPLY](#))

**NEW QUESTION: 91**

What feature would a system administrator implement to allow AW Computing's prospects/customers to complete a form on the corporate website and have that data automatically become a lead in Salesforce?

- A. Web-to-Lead
- B. Escalation Rules
- C. Assignment Rules
- D. Auto Response Rules

**Answer:** ([SHOW ANSWER](#))

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**NEW QUESTION: 92**

Use a \_\_\_\_\_ picklist to filter the values of one picklist based on the value of another picklist.

- A. Multi-select
- B. Controlling
- C. Independent
- D. Dependent

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 93**

At this click path Setup > App Setup > Customize > Tab Names and Labels > Rename Tabs and Labels you can rename the Tab Names of standard objects.

- A. True
- B. False

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 94**

Organization-Wide Default Sharing Rule for Calendar Access Default is as Follows:

- A. Show Details and Add Events
- B. Hide Details and Add Events
- C. Show Details
- D. Hide Details

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 95**

The number of formulas in a Custom summary formula is limited to:

- A. 4000
- B. 3000
- C. 5000
- D. 3900

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 96**

What is the significance of Primary Master - Detail Relationship in a Junction Object?

- A. No such Significance
- B. Record Ownership is inherited from Primary Master Object
- C. Look and Feel is inherited from Primary Master Object
- D. Both A & B

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 97**

Which of the following needs to be specified in order to schedule a report?

- A. Preferred Start Time
- B. Start Date
- C. The Running User
- D. Email Report

**Answer: A,B,C,D (LEAVE A REPLY)**

**NEW QUESTION: 98**

You can update licenses on the Company Profile.

- A. True

**B. False**

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 99**

Using the following hierarchy, if a sharing rule exists granting Operations Person Read/Write access to Sales Management on the Account Object, what access does Operations Management have to Sales Management's accounts?

Default access for the

Account object is Public Read Only.

Executive Management

Sales Management

Sales Person

Operations Management

Operations Person

**A. None**

**B. Read Only**

**C. Read/Write**

**D. Read/Write/Transfer**

**Answer: C (LEAVE A REPLY)**

Read/Write is granted through role hierarchy permissions from the sharing rule. If the sharing rule referenced a sharing group then the Grant Access Using Hierarchies would not apply. This could also be true for a custom object; all standard objects require Grant Access Using Hierarchies.

**NEW QUESTION: 100**

If territory management is enabled for your organization and a lead is converted, how does it get assigned?

**A. Based on territory field**

**B. Based on assignment rule**

**C. Gets assigned to lead owner's territory**

**D. Get assigned to the user's territory**

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 101**

Which one of the following is a salesforce.com definition for a Lead?

**A. Any individual or influencer associated with an account**

**B. An organization, individual or company involved with your business such as customers, competitors and partners**

**C. Any potential revenue-generating event i.e. "sales deal"**

**D. Any person, organization or company that may be interested in your products and services, not yet customers**

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 102**

To track revenue gain or loss based on currency fluctuations, you must implement

- A. Multi-Currency
- B. Territory Management
- C. Advanced Currency Management
- D. Sandbox

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 103**

Describe the methods to allow access to the application?

- A. Mobile application(blackberry)
- B. API (Connect for outlook, Connect for Lotus notes, Office edition, online edition ,Data Loader)
- C. Web Browsers(UI)

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 104**

Which of the following are actions triggered by workflow rules?

- A. Record creation
- B. Outbound message
- C. Field update
- D. Time trigger
- E. Record update
- F. Task
- G. Email

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 105**

File attachments, document tabs, and sales force content count towards Data Storage:

- A. True
- B. False

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 106**

Which of the following are part of the Service Cloud offering?

- A. Opportunities
- B. Quotes
- C. Campaigns
- D. Knowledge

## E. Entitlements

Answer: ([SHOW ANSWER](#))

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