Latest Version: 21.0

Question: 1

Which two deployment tools should be used to delete metadata from an organization? Choose 2 answers * (1 Point)

A. ANT Migration Tool
B. Unmanaged packages
C. Developer Console
D. Change sets

Answer: A, C

Question: 2

An administrator wants to allow users who are creating leads to have access to the find duplicates button.
Which lead object-level permission will the administrator need to provide to these users? * (1 Point)

A. Merge
B. View All
C. Delete
D. Read and Edit

Answer: B

Question: 3

A sales manager wants to edit the opportunities owned by the sales team. The manager does not have Edit access to the Opportunity object. What is a recommended solution? * (1 Point)

A. Change the opportunity's organization-wide default setting to Public Read/Write
B. Redefine the role hierarchy by enabling"grant access using hierarchies
C. Create permission set and associate Edit opportunity to the user record
D. Enable team selling on the Opportunity object to Grant Read/Writeaccess

Answer: C

Question: 4

Universal Containers uses Enterprise Territory Management to manage its sales territories. The sales managers want to see who the account is manually shared outside of territory rules. How can the system administrator meet this requirement? * (1 Point)

A. Add the "Users in Assigned Territories" related list to the sales page layout
B. Add the "Assigned Territories" related list to the sales page layout
C. Add "Assign Territories" permission to the sales manager's profile
D. Add "Manage Territories" permission to the sales manager's profile

Answer: A

Question: 5

A sales manager is receiving an "insufficient privileges" error when viewing a contact. The contact owner is under the manager in the role hierarchy and "grant access using hierarchies"is checked in their sharing settings. Why is the sales manager not able to view the contact? * (1 Point)
The contact sharing settings are controlled by the parent, and the account owner is

A. NOT under the sales manager's role
B. The contact owner has NOT selected the option to share contacts with others in the role hierarchy
C. The contact sharing settings are private, so access to the record is omitted to the contact owner and system administrator
D. The account sharing settings are controlled by the parent, and the account owner is NOT under the sales manager's role

Answer: A

Question: 6

An administrator has unchecked the "Enable contact pack creation" checkbox after users had created content packs. What is the impact of the change? *
(1 Point)

A. Users can modify the description and title of existing packs
B. Users can continue to edit the contents of existing packs
C. All existing content packs will be deleted.

Answer: A

Question: 7

Recruiters at Universal Containers want to associate a position with their related job applications using two custom objects-Position and Job always have a related position. If a position is deleted, the corresponding job applications are deleted. What type of object relationship will meet this requirement? * (1 Point)

A. Lookup
B. Junction
C. Master-detail
D. Hierarchical

Answer: C

Question: 8

An administrator has initiated the process of deploying changes from a sandbox to the production environment using the Visual Studio Code.
Which three pieces of information must be supplied to Visual Studio Code during this process? Choose 3 answers. * (1 Point)

A. Using SFDX commands, create a change set and add the metadata components
B. Deploy the metadata components using a SFDX command
C. Set the environment as the default environment
D. Authorize the environment in to which the changes will be deployed
E. Authorize change set connection information

Answer: B, C, D

Question: 9

Universal Containers plans to migrate its existing knowledge base in to Salesforce Lightning Knowledge. Which two statements must be considered? Choose2 answers.* (1 Point)

A. Each article must be associated to a record type
B. Article numbers change during migration
C. Approval process history migrate to Lightning Knowledge
D. Classic Knowledge Attachments are moved to the files related list

Answer: A, D

Question: 10

Which of the following options would be used to limit the number of records and assist with data consistency? * (1 Point)

A. Picklist and dependent picklist fields
B. Custom lookup fields and lookup filters
C. Custom formula fields
D. Record types and page layouts
E. Workflow field updates

Answer: B

Question: 11

Sales Rep Phil Smith has an opportunity for 55,000 in the Commit stage. Which aggregates on Phil'sforecast willinclude this amount? Choose three answers.* (1 Point)

A. Pipeline
B. Best Case
C. Commit
D. Closed

Answer: A, B, C

Question: 12

If you wanted to make a report that shows sales growth year over year, which logical command would you use? * (1 Point)

A. priorval custom field
B. prevGroupVal
C. Parentgroupval
D. preVal

Answer: B

Question: 13

How would you configure a profile to find duplicate records? * (1 Point)

A. read,edit
B. view all
C. merge
D. Delete

Answer: B

Question: 14

In a two-step approval process where the first step is a hiring manager and second is the appropriate director, which of the following relationship types would a system administrator use to establish a relationship between the two approvers? * (1 Point)

A. Master detail relationship
B. Look up relationship
C. Hierarchical relationship
D. Sibling relationship

Answer: C

Question: 15

If my boss is always traveling and rarely brings his computer (because he loves his Android tablet), how can I make it convenient for the CEO to approve requests from his organization?
Choose2 answers.* (1 Point)

A. Enable email approval
B. Enable chatter feed approval
C. Enable Mobile Lite for Approval Processes
D. Enable SMS/IM approval

Answer: A, B