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QUESTION 1

What are considerations before using territory management? Choose 3

- A. You need to contact Salesforce to have it enabled
- B. It does not work in parallel with sharing functions
- C. Once enabled it cannot be disabled
- D. Forecast are derived from Territory hierarchy not Role hierarchy

Correct Answer: ACD

QUESTION 2

The salts team at Universal Containers has asked the administrator to build functionality to automatically update the account checkbox field \"Opportunity Created\" to checked when at least one related opportunity has been created.

What feature should the administrator use to build this functionality?

- A. Screen flow
- B. Workflow rule
- C. Record-triggered flow
- D. Assignment rule

Correct Answer: C

QUESTION 3

Universal containers is making some territory changes. In preparation for this the current lead owners have been asked to clean their lead data. Validation rules have been created to ensure that the data cleanup has occurred. the administrator is ready to transfer leads to the new owners. Which feature can be used to transfer the records and also ensure that the validation rules are triggered? Choose 2

- A. use the change owner list button from a list view to transfer multiple leads at one time.
- B. use the mass transfer - transfer leads feature to transfer ownership of multiple leads
- C. use the data loader to transfer ownership of all leads involved in the territory changes.
- D. use the change owner link on the detail record to transfer ownership one lead at a time

Correct Answer: C

QUESTION 4



What are three characteristics of Dynamic Dashboards? (Choose three answers.)

- A. Dynamic Dashboards can display the data of a set running user
- B. Dynamic Dashboards can display the data of the logged-in user
- C. Dynamic Dashboards can be viewed by anyone
- D. Authorised users can change the running user of a Dynamic Dashboard

Correct Answer: ABD

QUESTION 5

The sales VP notices several sales reps generating a contract too early in the sales stage. The help correct this behavior, the has requested the Create Contract button only be available when the opportunity reach... negotiation stage.

How should the administrator meet this requirement?

- A. Create a validation rule.
- B. Configure dynamic action.
- C. Create a custom permission.
- D. Modify page layout.

Correct Answer: B

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