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QUESTION 1

Universal containers uses Salesforce to track job positions and applicants. Applicants can apply for multiple positions and positions will have multiple applicants. The company wants to ensure that if an applicant is deleted, all associations between the applicant and the position(s) that he or she has applied for are deleted.

How can this be accomplished?

- A. Create a many -to- many relationships using junction object with both positions and applicants as masters.
- B. Create a custom object between applicants and positions with lookup fields on the junction to both the objects.
- C. Create a lookup relationship between applicants and positions with applicants as the parent.
- D. Create a master detail relationship between applicants and positions with applicants as the master.

Correct Answer: D

QUESTION 2

Which are key benefits in implementing Territory Management? Choose 3

- A. Multiple forecasts per user, based on territory membership
- B. Territory-based sales reports
- C. The ability to complement a public read/write sharing model on account records
- D. Territory dashboards
- E. The ability to use account criteria to expand a private sharing model

Correct Answer: ABE

QUESTION 3

AW Computing is running a special bundle deal on monitors and keyboards. Normally, discounts need VP approval, but this special bundle is pre-approved.

What should the administrator recommend for these requirements?

- A. Create a separate price book.
- B. Implement CPQ.
- C. Remove the approval process.
- D. Enable Subscriptions.

Correct Answer: B



QUESTION 4

At Cloud Kicks, users are able to run reports. However, when users try to export a report, they are taken to a login screen and prompted for additional verification. What is causing this issue?

- A. Users need to update their browser to the latest version.
- B. The users are logged into an Insecure network.
- C. The users\' profile is missing the Export Reports permission.
- D. Exporting is configured to require a high assurance session.

Correct Answer: D

QUESTION 5

What is an Article Type?

- A. An Article Type defines the structure and format of an article
- B. An Article Type defines the access and security of an article
- C. An Article Type defines which channel can access the article and Internal and Partner and Customer etc.
- D. Each Article created will have a corresponding Article Type that controls its content

Correct Answer: A

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