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QUESTION 1

Capability of Collaborative Forecast and Customizable Forecast: Choose 2

- A. Create custom Field
- B. Choose monthly or quarterly
- C. Rename Categories
- D. Track sales quota

Correct Answer: BD

QUESTION 2

What are abilities of both Customizable and Collaborative forecasting? Choose 2

- A. Ability to have Product family in Forecast
- B. Ability to edit Forecast of Users
- C. Ability to setup forecast category
- D. Ability to do monthly and quarterly forecast

Correct Answer: AD

QUESTION 3

What is required for a user to view Knowledge Articles within a Salesforce organization?

- A. The user's profile must have the read permission for at least one article type
- B. The user must have the manage articles permission on the profile
- C. The user must have access to the articles tab
- D. The user must be assigned a Salesforce Knowledge license

Correct Answer: D

QUESTION 4

System admin wants - when opportunity stage is change the amount field is incremented:

- A. Create workflow field update on account
- B. Use rollup summary on account



C. Use cross object formula

D. Create workflow field update on opportunity

Correct Answer: D

QUESTION 5

If Status field on Opportunity changes , other field should be updated. What would be Workflow Formula?

A. ISCHANGED(StageName)

B. ISCHANGED(ISPICKVAL(StageName))

C. ISCHANGED(ISPICKVAL(StageName , '\\Changed\\'))

D. ISPICKVAL(ISCHANGED(StageName))

E. ISPICKVAL(StageName)

Correct Answer: A

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