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QUESTION 1

User is not the Owner of record and he has given READ/WRITE permission using Manual Sharing. However his profile only has READ permission. What will be actual permission for that record of that user?

- A. Can edit
- B. Can read only
- C. Can only edit what he owns
- D. Can delete record

Correct Answer: B

QUESTION 2

Capability of Territory management:

- A. In grants access to records regardless of ownership
- B. It grants access to records based on profile
- C. It grants access to record based on role hierarchy
- D. It grants access to record based on Ownership

Correct Answer: A

QUESTION 3

An admin create a custom field on the sandbox, how can an admin deploy it to Production including the settings of the field level Security?

- A. Check the checkbox to include field level security settings
- B. Check the checkbox saying Profile Settings For Included Components
- C. Not possible using Changeset
- D. Click on Add Dependency button

Correct Answer: B

QUESTION 4

In UC when opportunity is 50,000 USD, manager has to approve prior to moving to next stage. There are two managers in 2 regions. What should admin do that the right manager approves the opportunity?



- A. Approval send to 2 managers
- B. Approval send to 1 managers and check if he is not the approval, he send it to the other
- C. Create a lookup field within opportunity to get manager details of users
- D. Create an assignment rule to auto fill manager in opportunity

Correct Answer: C

QUESTION 5

In Collaborative Forecasting, what can Sales users see in the Forecast tab: Choose 2

- A. Forecast amount of other users
- B. Forecast amount of different categories
- C. The Opportunities that make up the forecast
- D. Forecast amount of different opportunities

Correct Answer: CD

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