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QUESTION 1

System admin - wants to make sure that when opportunity is close - nobody can modify it:

- A. Change owd setting read / write
- B. Validation rule with priorvalue(isclosed) = true
- C. Create workflow (isclosed) is true - if customer modifies it
- D. Give read only permission on close opportunity
- E. Select DONT CLOSE Opportunity checkbox from Opportunity Setting

Correct Answer: B

QUESTION 2

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

QUESTION 3

Order status field value is not populating from an external processing system during a transaction. How to troubleshoot?

- A. Server Process Down
- B. Apex callout
- C. Integration log
- D. Debug log

Correct Answer: D

QUESTION 4

AW Computing wants to identify If certain customer is eligible for a service contract based on product. How to check it?



- A. Entitlements Only
- B. Service Contracts with Entitlements
- C. Service Contracts with Contract Line Items and Entitlements

Correct Answer: C

QUESTION 5

The manager needs to see the individual performance data of Sales Representatives on Accounts, Opportunity and Cases:

- A. Create a dashboard and add filter on Users, Account, Opportunity and Case
- B. Activate "Enable Viewing My Team\\'s Dashboard" permission
- C. Create individual dashboards
- D. Create a Dynamic Dashboard and add filter on Users, Account, Opportunity and Case

Correct Answer: A

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