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QUESTION 1

Scott Adams is opening a savings account at his mom's bank. The personal banker Hank Burton wants to make sure all Scott's financial data is rolling up to his parent's household, Adams Household. Rachel Adams, Scott's mom already is the primary member of the Adams Household.

How can the banker accomplish this?

- A. Make the Adams Household Scott's primary group and make him the primary member.
- B. Make the Adams Household Scott's primary group and edit the Activities and Objects to roll up.
- C. Disable the primary group setting for Scott on the Adams Household.

Correct Answer: B

QUESTION 2

What type of field allows users to input text, images, and links?

- A. Input area
- B. Text and Image area
- C. Text area
- D. Text area (rich)

Correct Answer: D

QUESTION 3

When can a validation rule be used to prevent invalid data? (3 answers)

- A. When records are edited by a user
- B. When records are deleted by a user
- C. When records are submitted using web-to-lead
- D. When records are imported E. When records are updated by a workflow rule

Correct Answer: ACD

QUESTION 4

Which of the following is NOT an area that Salesforce Financial Services Cloud serves?



- A. Asset Management
- B. Corporate and Institutional Banking
- C. Legal Services
- D. Lending Services

Correct Answer: C

QUESTION 5

The VP of sales at universal containers requested that "Verbal Agreement" be added as a new opportunity stage. The Administrator added this new picklist value to the stage field, but found that the new value was not available to users.

What should the administrator do?

- A. Ensure the limit of 10 stage values was not exceeded
- B. Ensure the new value was marked as active
- C. Add the new value to the appropriate record type
- D. Add the new value to the appropriate sales process

Correct Answer: D

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