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QUESTION 1

A sales rep notices they can edit some opportunities associated with accounts they own, but is unable to edit other opportunities, although these are associated with accounts they own. Which three reasons could explain the sales rep's experience?

Choose 3 answers

- A. Sharing Rules for opportunities are set to Manager Groups.
- B. Opportunity visibility allows View access to opportunities owned by others and associated with accounts they own.
- C. The organization-wide defaults for opportunities are set to Private.
- D. All provisioned Opportunity object permissions enable Read access with all accounts the sales rep.
- E. Some opportunities associated with the sales rep's account are owned by other users.

Correct Answer: BCE

QUESTION 2

How can end users work with Salesforce for Outlook? (Select all that apply)

- A. Define Outlook configurations
- B. Assign configurations too their users with their profile
- C. Install Salesforce for Outlook
- D. Select Outlook sync folders

Correct Answer: CD

QUESTION 3

Northern Trail Outfitters (NTO) wants to utilize opportunities to track and report customer subscriptions to its online magazine. Payments can be made using the following methods: - In full (all at one time) - Weekly - Monthly - Quarterly
How should this solution be implemented?

- A. Use contracts with a lookup to opportunity object
- B. Enable schedules on opportunity object
- C. Use assets with a lookup to opportunity object
- D. Enable schedules on product object

Correct Answer: D



QUESTION 4

Universal Container has its sales representative enter a new lead whenever they are prospecting a new customer, when qualify the new lead, a new opportunity must be created to track the deal. What would a consultant recommend to enforce data quality and accuracy? Choose 3 answer

- A. Create lead conversion process.
- B. Create an apex trigger to perform data quality check.
- C. Enable validation rules on lead
- D. Map lead fields to corresponding opportunity field

Correct Answer: ACD

QUESTION 5

Universal Containers wants to provide its resellers a secure portal where they can manage their customer accounts, submit and track the status of their cases, and view reports and dashboards.

Which solution should a consultant recommend?

- A. Employee Community
- B. Partner Community
- C. Reseller Community
- D. Customer Community

Correct Answer: B

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