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QUESTION 1

What tool can be used to move metadata between two different production environment? Choose 2

- A. Force.com IDE
- B. Force.com Migration tool
- C. Force.com SOAP API
- D. Change Set

Correct Answer: AB

QUESTION 2

The administrator at Cloud Kicks noticed that the before trigger they are working on executes successfully but fails to save the original version of the record to the external data archive. The administrator finds there is also a record-triggered flow on that object that is configured to run before save.

How should the administrator advise the developer?

- A. Record-triggered flows that are configured to
- B. The code could be trying to create duplicates in the archive when it is unable to.
- C. The trigger is writing the data to the wrong place in the external data archive.
- D. A validation rule could be preventing records from ever meeting the conditions in the trigger.

Correct Answer: AB

QUESTION 3

Vice President is on Vacation and he needs to approve a big deal more than 250,000\$. What should be configured?

- A. Enable Approval by Mobile
- B. Approval by Email
- C. Offline User
- D. Salesforce for Outlook

Correct Answer: B

QUESTION 4



Universal Container has an app exchange application they are planning to uninstall. What tools can be used to archive data before uninstalling the application? Choose 2

- A. Weekly Export Service
- B. Data Loader
- C. Analytic Snapshot
- D. Workbench

Correct Answer: CD

QUESTION 5

A customer object was created at Universal Containers to store information employees will need for their annual reviews. Only the employees should be able to access their records. The administrator has set Organization-Wide Defaults

(OWD) to private for the object. These records are accessible by the employee's manager.

What additional step should the administrator take to remove the manager access to these records?

- A. Enable Hide Personal Information in User Management Settings.
- B. Verify that Allow Search is unchecked on the custom object.
- C. Uncheck Grant Access using Hierarchies in Sharing Settings.
- D. Uncheck Allow Users to Access Privacy Data on each profile

Correct Answer: D

QUESTION 6

AW Computing wants to enable a backup resource to assign permissions while restricting the backup resource's ability to create or modify permission sets. Which feature should be employed to accomplish this request?

- A. Assignment Rules
- B. Delegated Administrator
- C. View All Users Permission
- D. Customize Application Permission

Correct Answer: B

QUESTION 7



What access can users have to Accounts and Opportunities when territory management is enabled?

- A. Transfer and Delete opportunities regardless of the owner of the record
- B. View Account records regardless of the account record owner.
- C. Edit, Transfer and Delete Opportunity records regardless of the record of the owner.
- D. Edit Opportunity records regardless of the account owner

Correct Answer: B

QUESTION 8

Which two values roll up the Hierarchy to the manager for both Customizable and Collaborative Forecasts? Choose two answers.

- A. Expected revenue
- B. Product quantity
- C. Opportunity amount
- D. Quota amount

Correct Answer: CD

QUESTION 9

Sales management wants a small subset of users with different profiles and roles to be able to view all data for compliance purposes. How can an administrator meet this requirement?

- A. Assign delegated administrator to the subset of users to View All Data.
- B. Create a new profile and role for the subset of users with the View All Data permission.
- C. Enable the View All Data permission for the roles of the subset of users.
- D. Create a permission set with the View All Data permission for the subset of users.

Correct Answer: D

QUESTION 10

A field's label was changed in the sandbox. What should be done that the production's field label will also be changed? Choose 2

- A. Dataloader
- B. Changeset



- C. Manually change the field label in production
- D. Import wizard

Correct Answer: BC

QUESTION 11

How you can make sure that field on record is unique?

- A. Check "Unique" in field while creating it
- B. Use Validation Rule
- C. Check "External Id" in field while creating it

Correct Answer: A

QUESTION 12

Universal Container sells container and they ship it one time and payment is made monthly. What should be Scheduling?

- A. Revenue
- B. Quantity
- C. Quota
- D. Revenue and Quantity

Correct Answer: A

QUESTION 13

Universal Containers sells monthly service subscriptions and wants to ensure their Opportunity reports accurately represent the amount of money to be received each month. Which solution should an administrator use to meet this requirement?

- A. Use product revenue schedules for each revenue period.
- B. Use Process Builder and Flow to create custom object records.
- C. Use Opportunity formula fields for each reporting period.



D. Use monthly Opportunity reporting snapshots.

Correct Answer: B

QUESTION 14

A salesforce user has created a lightning report that lists all customer support cases. other users can change the date range but are NOT allowed to changed case statuses.

How can the report creator configure the report to meet these requirements?

- A. Save the report in public folder and lock the status filter on the report.
- B. Save the report in public folder and grant Read Only access to the folder.
- C. Save the report in private folder and lock the status filter on the report.
- D. Save the report in private folder and grant Read Only access to the folder.

Correct Answer: D

QUESTION 15

Google Docs can be added to Salesforce CRM Content?

- A. True
- B. False

Correct Answer: A

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