



DEV-401^{Q&As}

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QUESTION 1

What are the permissions that allow a system administrator to manage an application? (select all that apply)

- A. View All Data
- B. Read
- C. Create
- D. Modify All Data
- E. Edit All Data

Correct Answer: A

QUESTION 2

The Created Date field can be updated on a record using the Inserting System Fields feature.

- A. True
- B. False

Correct Answer: B

QUESTION 3

What is Salesforce CRM Content?

Correct Answer: With Salesforce CRM Content you can organize, share, search, and manage content within your organization and across key areas of the Salesforce application. Content can include all file types, from traditional business documents such as Microsoft PowerPoint presentations to audio files, video files, Web pages, and Google docs.

QUESTION 4

Lead validation rule (like field Industry must have a value) always triggers when a lead is converted.

Correct Answer: The lead validation rules trigger only if this option is checked on Customize > Leads > Settings
'Enforce Validation and Triggers from Lead Convert\\'

QUESTION 5



Which operations can and cannot be performed by any employee of an organization who does not have a Salesforce license but has joined Chatter at the invitation of another user?

Correct Answer: Invited users can view profiles, post on their feed, and join groups, but can't see the Salesforce data or records.

QUESTION 6

While creating an approval process and assigning the next approver using the hierarchy relationship field on user [Option's exact name is "Automatically assign an approver using a standard or custom hierarchy field"], which is the standard user field available?

Correct Answer: Manager

QUESTION 7

If at the profile level, 'Password Never Expires' has been checked but at Setup > Security Controls > Password Policies if it is specified that password expires in 30 days, then which of the two would be true for users of that profile?

Correct Answer: 'Password Never Expires' specified at profile level would hold true.

QUESTION 8

Which characters in the unique record Id identify the object to which it relates?

Correct Answer: The first 3 characters

QUESTION 9

What are the drawbacks of quick create?

Correct Answer: The fields which are displayed in the quick create page layout (e.g. while creating a new contact, if we use quick create to create a new account on the fly) cannot be modified/selected/chosen by us and validation rules don't fire (for the account which is created quickly using quick create) which is a limitation of Salesforce.

QUESTION 10



Files can be uploaded on Chatter from:

- A. Files tab
- B. Documents tab
- C. Local file system of your computer
- D. Attachments from the `Notes and Attachments` related list

Correct Answer: AC

QUESTION 11

If a record of Associate custom object has been shared using an Apex Sharing Reason, then that Apex Sharing Reason cannot be deleted until the sharing of that record is changed to use some other Apex Sharing Reason.

- A. True
- B. False

Correct Answer: B

QUESTION 12

A single Sales Process can be assigned to multiple opportunity record types.

- A. True
- B. False

Correct Answer: A

QUESTION 13

Which of these standard fields can be tracked through Field HistoryTracking?

- A. Name
- B. Owner
- C. Created By
- D. Last Modified By

Correct Answer: AB

QUESTION 14



Building your User Interface How can you control the different settings of the page layout?

Correct Answer: You can use the Enhanced Page Layout Editor

QUESTION 15

What are the different ways a flow can be deployed? (Select all that apply.)

- A. Custom button
- B. Custom link
- C. Visualforce page
- D. Apex trigger
- E. Field Updates
- F. Custom actions

Correct Answer: ABC

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