



Question: 1

Universal Containers uses a custom field on the account object to capture the account credit status. The sales team wants to display the account credit status on opportunities. Which feature should a system administrator use to meet the requirements?

- A. Look-up Field
- B. Roll-up summary field
- C. Workflow field update
- D. Cross-object formula field

Answer: D

Explanation:

Question: 2

An opportunity record created with a close date of July 30, meets the criteria of time -dependent workflow rule. The time dependent action is scheduled for July 23. What happens if the opportunity is edited before July 23 and no longer meets the criteria?

- A. The time dependent action is automatically removed from the queue
- B. The time dependent action is put on hold
- C. The time dependent action will execute on July 30.
- D. The time dependent action will execute on July 23

Answer: A

Explanation:

Question: 3

Universal container has two sales groups; each group has its own unique sales process. What is the best way to ensure that sales representatives have access to only the stages relevant to their sales process when working on opportunities?

- A. Record Types
- B. Multi-Select Picklists
- C. Page Layouts
- D. Roles

Answer: A

Explanation:

Question: 4

A marketing user needs to create a new campaign, but the New Button is NOT visible from the campaign home page. The system administrator has verified that the user has the "Create" profile permission for the campaign object.

How should the system administrator resolve the issue?

- A. Select the Marketing User checkbox in the user record.
- B. Select the "Manage Campaigns" profile permission.
- C. Grant the user "Read" profile permission for the campaign.
- D. Add the New button to the page layout using the page layout _____

Answer: A

Explanation:

Question: 5

What can an administrator configure for users on the search results? (3 answers)

- A. Filters by which users can narrow down results
- B. Objects included in the search
- C. Fields being searched on for each object.
- D. Number of records displayed for each object.
- E. Columns displayed for each object.

Answer: C, D, E
