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QUESTION 1

Universal Containers uses Territory Management to manage its sales territories. Territory managers and sales representatives are at the same role level in the role hierarchy. Account and Opportunity objects are set to private.

Which three permissions should be granted to territory managers?

Choose three answers.

- A. Transfer All opportunities associated with accounts in the territory, regardless of who owns the opportunities.
- B. View, Edit, Transfer, and Delete accounts assigned to the territory, regardless of who owns the accounts.
- C. Transfer and Delete opportunity assigned to the territory, regardless of who owns the opportunities.
- D. View All opportunities associated with accounts in the territory, regardless of who owns the opportunities.
- E. Edit All opportunities associated with accounts in the territory, regardless of who owns the opportunities.

Correct Answer: BDE

QUESTION 2

At Cloud Kicks, users are able to run reports. However, when users try to export a report, they are taken to a login screen and prompted for additional verification. What is causing this issue?

- A. Users need to update their browser to the latest version.
- B. The users are logged into an Insecure network.
- C. The users' profile is missing the Export Reports permission.
- D. Exporting is configured to require a high assurance session.

Correct Answer: D

QUESTION 3

What permissions must be enabled on a profile to find duplicate records?

- A. Read and Edit
- B. Locate Duplicate Records
- C. View All Data
- D. Merge
- E. Delete

Correct Answer: C



QUESTION 4

Universal Containers created and tested a new approval process in a developer sandbox. While the approval routings were correct, the approvers were NOT receiving the notification emails. What could be the cause of this issue?

- A. Email deliverability CANNOT be changed in a sandbox.
- B. The email relay is disabled in the sandbox.
- C. The email addresses for the users in the sandbox are invalid.
- D. Approvals can only be tested in a full or partial data sandbox.

Correct Answer: B

QUESTION 5

Cloud Kicks (CK) has recently decided to use Collaborative Forecasting to optimize the accuracy and efficiency of its sales cycle. The CK sales operation manager wants to enable supervisors and their subordinates to make changes to any forecast amounts that inaccurately reflect their current pipeline.

Which two settings should be enabled to meet this requirement? (Choose two.)

- A. Revenue adjustments
- B. Owner adjustments
- C. Payout adjustments
- D. Manager adjustments

Correct Answer: BD

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