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QUESTION 1

Which three are capabilities of Collaborative Forecasting?

- A. Rename categories
- B. Forecast using opportunity splits
- C. Overlay quota
- D. Add categories
- E. Select a default forecast currency setting

Correct Answer: ABE

QUESTION 2

An administrator created a new custom object. When trying to upload new records to the custom object using.

Date Loader, they are unable to see the new custom object in the list of available objects.

What should the administrator do to resolve the issue?

- A. Assign a permission set to give them accessto the new object.
- B. Check the Field-Level Security of the new custom object\\'s Name field.
- C. Ensure Allow Sharing is checked on the custom object.
- D. Confirm the object us marked as deployed and not in development.

Correct Answer: D

QUESTION 3

Cloud Kicks users need to link multiple Case records to multiple Outcome records stored in a custom object. Any user that can view the Case record must be able to create a link. The administrator creates a Case Outcome custom object.

What is the recommended option to use when adding a field to Case Outcome?

- A. Lookup relationship with Ready-Only sharing setting.
- B. Master-detail relationship with Read-Only sharing setting.
- C. Lookup relationship with Read/Write sharing setting
- D. Mater-detail relationship with Read/Write sharing setting

Correct Answer: D



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QUESTION 4

What sums up to the Manager on both the Collaborative and Customizable Forecasting?

- A. Quota Amount
- **B.** Opportunity Amount
- C. Expected Revenue D. Product Quantity

Correct Answer: B

QUESTION 5

Universal Containers\\' support team wants to use Salesforce Knowledge to allowcustomers and the support team to have access to the product documentation. There are many different types of documentation with usage across the globe.

What feature should the administrator configure?

- A. Enable the Case Feed.
- B. Create article types.
- C. Define data categories and visibility.
- D. Setup record types and page layouts.

Correct Answer: C

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