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QUESTION 1

Which Objects in Salesforce does Data.com allow you to cleanse? (Choose three answers.)

- A. Leads
- B. Accounts
- C. Cases
- D. Contacts

Correct Answer: ABD

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

Which permission do you need to manage entitlements? Choose two answers.

- A. Customize Application"
- B. Customize Entitlement
- C. Manage Application
- D. Manage Entitlements

Correct Answer: AD

QUESTION 4

Which two options are allowed with Territory Management and the territory hierarchy, but NOT with the standard Role



Hierarchy? Choose two answers.

- A. Grant access to records regardless of ownership.
- B. Allow multiple forecasts for each user.
- C. Allow visibility into direct reports\\' records for management.
- D. Grant access to related records based on account sharing.

Correct Answer: BD

QUESTION 5

AW Computing created new multi-tier service plans. The primary difference between the packages is the length of the term. The company wants to capture start and end dates for each service plan sold, which can differ from the contract dates of the subscription.

How should an administrator ensure the data is captured properly?

- A. Build a validation rule on the Opportunity object to require custom date fields based on the product(s) selected.
- B. Configure formula fields to reflect the close date of the opportunity.
- C. Create a new price book for service plans with term lengths.
- D. Make a validation rule on the Opportunity Product object to require custom date fields based on the product family.

Correct Answer: B

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