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QUESTION 1

Reports show only the information you can access where as Dashboards show information which you even cannot access.

A. True

B. False

Correct Answer: A

QUESTION 2

Which is a capability of drag-and-drop dashboards? Choose 2 answers:

A. Drag and Drop a dashboard onto any page in Salesforce

B. Drag and Drop records onto a dashboard

C. Drag and Drop reports onto a dashboard as the data source of the component

D. Drag and Drop chart types onto a dashboard to create a component

Correct Answer: CD

QUESTION 3

What does a Profile Control?

A. Access to Application

B. Record Type Access

C. Permissions

D. Data Visibility

E. Hours of IP Address

Correct Answer: ABCE

QUESTION 4

Which of the following are not standard objects?

A. Opportunities

B. Solutions

C. Job Applicants

D. Accounts

E. Campaigns

Correct Answer: C

QUESTION 5

You are about to enter a new lead from a cold call into SFDC. What do you do first?

A. Search to determine if the company record already exists in Salesforce because you NEVER want to add duplicate data.

B. Start entering the new lead

C. Import the lead into SFDC using your Outlook email account

Correct Answer: A

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