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QUESTION 1

A Sales manager must be informed if an opportunity reaches 500,000$ mark. So that manager can check if they can approve it or not? Provided that once who is asking for approvals are chatter users. Choose 2

A. Big Deal Alert

B. Enable Chatter Post Notification

C. Enable Allow approval by Email

D. Approval Process by a chatter

Correct Answer: CD

QUESTION 2

The sales manager at Universal Containers wants to see all opportunities that do not have any activities. Which report type could be used to meet this requirement? Choose 2

A. A custom report type with Opportunity as the primary object and Activity as the secondary object

B. An opportunity report with a cross-object filter of opportunities without activities

C. A joined report using an opportunity report in Block A; a task and event report filtered by tasks for Block B

D. A standard opportunity filtered by the field Last Activity and a custom date range that is blank

Correct Answer: BD

QUESTION 3

What is the correct order of steps to follow when working with inbound change sets?

A. Deploy, Validate, Monitor

B. Validate, Deploy, Monitor

C. Deploy, Monitor, Validate

D. Monitor, Deploy, Validate

Correct Answer: B

QUESTION 4

If users role is changed from Emea Sales to US Sales, what will be impact on owner based Sharing rule?

A. All Sharing rules will be recalculated automatically

B. None of sharing rules will be recalculated

C. Sharing rule will be recalculated only if users move up in hierarchy

D. Only manual sharing will be recalculated

Correct Answer: A

QUESTION 5

Universal Container categorizes its accounts with one of two status values-Prospect or Customer. The administrator wants to automatically change the value from Prospect to Customer when an opportunity is won. What can the administrator do to accomplish this? Choose 2

A. Create an Account workflow rule that updates the Account Status field

B. Use Visualforce to update the Account Status field

C. Use an Apex trigger to updated the Account Status field

D. Create an opportunity workflow rule that updates the Account Status field

Correct Answer: CD

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