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QUESTION 1

When will account assignment rules automatically assign an opportunity to a territory?

- A. Account ownership was changed
- B. Account has no assigned territory
- C. Account has multiple territories
- D. When opportunity has no assigned territory and account has been assigned to a territory

Correct Answer: D

QUESTION 2

Which Statement is true about the creation of entitlement processes? Choose 2

- A. Entitlement versioning allows changes to existing entitlement processes
- B. Entitlements have their own organization wide defaults
- C. The Manage Entitlement permission must be enabled
- D. Milestones can be created dynamically based on other fields

Correct Answer: CD

QUESTION 3

Vice President is on Vacation and he needs to approve a big deal more than 250,000\$. What should be configured?

- A. Enable Approval by Mobile
- B. Approval by Email
- C. Offline User
- D. Salesforce for Outlook

Correct Answer: B

QUESTION 4

Customer already have products delivered and payment is done on monthly basis. What kind of scheduling can be done?

- A. Default Quota scheduling



- B. Default Revenue scheduling
- C. Default Quantity Scheduling
- D. Default Scheduling

Correct Answer: B

QUESTION 5

What should an administrator consider when moving approval processes using a change set?

- A. Change sets do not include the order of active approval processes from the source organization
- B. Custom fields on standard objects will need to be manually added in target organization
- C. The Unique Name of approval process is not allowed to be changed once deployed in the target organization
- D. Change sets do not include the approval and rejection actions from the source organization

Correct Answer: D

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