



DEV-401^{Q&As}

Building Applications with Force.com and Visualforce

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QUESTION 1

What is the drawback of loading leads/cases using the Apex Data Loader as compared to creating them from the UI?

Correct Answer: When leads/cases are loaded using the Apex Data Loader, there is no provision for providing `true` value for the `Assign using active assignment rule` checkbox. So the leads/cases always get assigned to the user who is doing the data load operation.

QUESTION 2

What is a contact role and for which objects is it available?

Correct Answer: A contact role defines the part that a contact or person account plays in a specific account, case, contract, or opportunity. For example, Tom Jones might be the Decision Maker for the opportunity, and Mary Smith might be the Evaluator. You can assign a contact role to any contact or person account that affects your account, case, contract, or opportunity. Contacts and person accounts can have different contact roles on various accounts, cases, contracts, or opportunities.

QUESTION 3

Records can enter an approval process based on

- A. Based on criteria.
- B. If `All records enter this approval process` checkbox is checked, then all records of that object which are submitted for approval would enter this approval process.
- C. Only A is valid
- D. Only B is valid
- E. Both A and B are valid

Correct Answer: A

QUESTION 4

A user has the System Administrator profile and hence has the `Create` permission on Campaign. But when the user goes to the Campaign tab, the user cannot see the `New` button for creating a new Campaign.

What could be the reason?

Correct Answer: On the user detail page, the checkbox for `Marketing User` is unchecked. A user has to be a Marketing User to be able to create a campaign.



QUESTION 5

What is Salesforce to Salesforce?

Correct Answer: Salesforce to Salesforce allows you to share records with business partners that use salesforce.com.

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