



DEV-450^{Q&As}

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QUESTION 1

Universal Containers uses a custom field on the account object to capture the account credit status. The sales team wants to display the account credit status on opportunities.

Which feature should a system administrator use to meet this requirement?

- A. Lookup field
- B. Roll-up summary field
- C. Cross-object formula field
- D. Workflow field update

Correct Answer: C

QUESTION 2

What does campaign influence allow a user to do?

- A. Adjust the percentage of influence each campaign has on an opportunity.
- B. Summarize campaign member statistics on a campaign.
- C. Report on the campaigns that have contributed to an opportunity.
- D. View the entire campaign hierarchy.

Correct Answer: C

QUESTION 3

Which two are capabilities of Customer Communities? (Choose two.)

- A. Customer can log, view, edit, and close their own cases.
- B. Customers can view and edit contacts related to their own accounts.
- C. The Customer Community can be customized with corporate branding.
- D. The Customer Community and its users can be created without additional licensing.

Correct Answer: AC

QUESTION 4

Universal Containers has two sales groups. Each group has its own unique sales process.



How can an administrator ensure that sales representatives have access to only the stages relevant to their sales process when working on opportunities?

- A. Multi-select picklists
- B. Record types
- C. Page layouts
- D. Roles

Correct Answer: B

QUESTION 5

Which two settings can a System Administrator enable in the User Interface Setup? (Choose two.)

- A. Related list hover links.
- B. Printable list views
- C. Customizable recent tags
- D. Chatter Messenger for specific users

Correct Answer: AB

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