

DEV-450^{Q&As}

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QUESTION 1

Universal Containers wants to understand all of the configuration changes that have been made over the

last six months.

What tool should an Administrator use to gather this information?

- A. Setup Audit Trail
- B. Debug Log
- C. Custom Report Type
- D. Network Access Settings

Correct Answer: A

QUESTION 2

When the multiple currencies feature is enabled, what currency is used as the basis for all currency conversion rates?

- A. Corporate currency
- B. Active currency
- C. Personal currency
- D. Record currency

Correct Answer: A

QUESTION 3

When converting a lead, how can an administrator capture custom lead data on the converted contact?

- A. Use the lead conversion wizard to select the fields.
- B. Map custom lead fields to custom contact fields.
- C. Use the data loader to move the custom lead data.
- D. Map custom lead fields to standard contact fields.

Correct Answer: B

QUESTION 4

Universal Containers organization wide defaults for Leads object are set to private. What should a sales rep see when



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running a lead report with the All Leads filters?

- A. Only leads visible based on the folder access.
- B. All leads for which the sales reps have access.
- C. Only leads owned by the sales rep.
- D. All leads for which the running user of the report has access.

Correct Answer: C

QUESTION 5

A sales executive at Universal Containers wants to be notified whenever high-value opportunities are created for hot accounts.

What should an administrator do to meet this requirement?

- A. Create a workflow rule on the opportunity object.
- B. Create an auto-response rule on the opportunity object.
- C. Create an escalation rule based on the opportunity amount.
- D. Create a validation rule that evaluates the account rating.

Correct Answer: A

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