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QUESTION 1

You have a team of developers who need logins to sandbox.

What's the best way to give them access?

- A. Create them as inactive users in production.
- B. Have them login as one of the users in production.
- C. Create them as users in sandbox, then deactivate the same number of users in production.
- D. Use Developer Edition to log into sandbox.

Correct Answer: A

QUESTION 2

When an opportunity has a discount of more than 40%, notify the CEO via e-mail and request sign-off. Provide a way for the CEO to leave comments.

Which tool would you use for the following use case?

- A. Process builder
- B. Flow
- C. Workflow
- D. Approvals

Correct Answer: D

QUESTION 3

Universal Containers sales reps can modify fields on an Opportunity until it is closed. Only the Sales Operations team can modify the Post-Close Follow-up Date and Post-Close Follow-up Comments fields. How can these requirements be met?

- A. Use multiple record types, page layouts, and profiles.
- B. Use field-level security on page layouts to restrict editing fields.
- C. Use record types with field sets and restrict editing fields using field-level security.
- D. Use field-level security to mark fields as read-only on the Sales profile.

Correct Answer: A



QUESTION 4

Universal Containers is rolling out a new opportunity review process. Regional managers will need to edit opportunities for their subordinates, but not for other groups. Managers and users should be able to view all opportunities.

Which two approaches are recommended to meet their requirement? (Choose two.)

- A. Set organization-wide defaults to public read/only.
- B. Create standard role hierarchies
- C. Set organization-wide defaults to public read/write.
- D. Create criteria based sharing rules.

Correct Answer: AB

QUESTION 5

What is a self-relationship?

- A. A lookup field to the user object.
- B. A lookup to the global search.
- C. A relationship of account to opportunity owned by the same owner.
- D. A lookup field to the same object.

Correct Answer: D

Self-relationship: When an object has a lookup with itself, it is a self-relationship. A self-relationship creates a tree diagram of the objects. For example, the account has a lookup on himself, called Parent Account. On the user object a special self-relationship called the hierarchical relationship helps create superior roles such as supervisor, manager on user object. The hierarchical relationship is a self-relationship of the user object. Hierarchical relationship: This type of relationship is a special lookup relationship available only for the user object. It allows users to use a lookup field to associate one user with another that does not directly or indirectly refer to itself. For example, you can create a custom hierarchical relationship field to store each user's direct manager.

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