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QUESTION 1

Cloud Kicks has organization-wide defaults set to Private for Account. With the rollout of Opportunity Teams, what should a consultant consider?

A. The Opportunity will be implicitly Write for the team,

B. Opportunity should be set to Public Read/Write first.

C. Account should be set to Public Read first.

D. The Opportunity\\'s Account will be implicitly Read for the team.

Correct Answer: D

QUESTION 2

A sales rep notices they can edit some opportunities associated with accounts they own, but is unable to edit other opportunities, although these are associated with accounts they own. Which three reasons could explain the sales rep\\'s experience?

Choose 3 answers

A. Sharing Rules for opportunities are set to Manager Groups.

B. Opportunity visibility allows View access to opportunities owned by others and associated with accounts they own.

C. The organization-wide defaults for opportunities are set to Private.

D. All provisioned Opportunity object permissions enable Read access with all accounts the sales rep.

E. Some opportunities associated with the sales rep\\'s account are owned by other users.

Correct Answer: BCE

QUESTION 3

Cloud Kicks is migrating from its current CRM application to Salesforce in phases across various regions. The current CRM application manages customer and pipeline information that resides in a legacy back- end application which needs to be migrated to Salesforce.

Which approach should the consultant use for the source data migration?

A. Migrate all Contacts, then Opportunities, and then Accounts from the legacy back-end application.

B. Migrate all Accounts, then Contacts, and then Opportunities from the legacy back-end application.

C. Migrate all Opportunities, and then associate Accounts and Contacts from the current CRM application.

D. Migrate all Contacts, then Accounts, and then Opportunities from the current CRM application.

Correct Answer: B

QUESTION 4

UC would like to record performance about the conference and people who attended them. A contact would potentially attend multiple conference. Company would like to display this information on the contact layout using the standard configuration. How the system should be designed to meet the company\\'s requirement.

A. Create a custom object for conference and a custom object to record attendee information

B. Use campaign for conference and add Campaign member to record attendee information

C. Create a custom object for conference and a custom lookup field to conference on Contact

D. Use campaign for conference and a custom object to record attendee information

Correct Answer: B

QUESTION 5

Cloud Kicks has enabled territory forecasts to see how expected revenue compares between sales territories, and to determine which territory has dosed the most deals in a month. The territory hierarchy has three branches with child

territories, where forecast managers may be assigned to a few of them.

Which two actions can forecast managers perform?

Choose 2 answers

A. Add territory forecast to the hierarchy.

B. Add a Forecasts tab to the Sales app.

C. View the territory forecasts as a single-page summary.

D. Share the forecast with any Salesforce user.

Correct Answer: CD

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