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### QUESTION 1

The Cloud Kicks IT team wants to enable person Accounts in its Salesforce org.

Which three prerequisites must be met before the Consultant can enable person Accounts?

Choose 3 answers

- A. The Organization-wide Default for Contacts has been set to Controlled by Parent.
- B. The Cloud Kicks Salesforce Community has been disabled to allow person Account self-registration in the future.
- C. The Organization-wide Default for both Accounts and Contacts have been set to Public Read/Write.
- D. At least one record type has been created for Accounts.
- E. User profiles with read access to Accounts also have read access to Contacts.

Correct Answer: ADE

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### QUESTION 2

The Forecast Category on the Opportunity record maps directly, on a one-to-one basis, to the aggregates on the Forecast tab.

- A. True
- B. False

Correct Answer: B

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### QUESTION 3

Universal Containers has two different groups who use accounts. The sales group needs to populate 15 fields and view the fields on the account record. The support group does NOT need to view the 15 fields on the account record but must be able to run reports on them. Which solution will satisfy this requirement?

- A. Create separate page layouts for the sales and support groups.
- B. Create separate record types for the sales and support groups.
- C. Hide the fields through field-level security from the support group.
- D. Create a custom object for the 15 fields with a master-detail relationship

Correct Answer: A

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### QUESTION 4



UC has set accounts, contacts and opportunities to private. Sales Rep manage the account for which they are the account owner. The company also employs sales specialist to assist sales rep on deals. What should a consultant recommended to allow sales specialist to see account information and any opportunity information associated with the account?

- A. Assign the sales specialist to the same profile as Account owner.
- B. Assign the sales specialist to the same role in the role hierarchy as account owners.
- C. Add the sales specialist to the account team and assign them read access to the opportunity.
- D. Share opportunity manually with the sales specialist and assign them read access.

Correct Answer: C

#### QUESTION 5

Cloud Kicks (CK) has two sales divisions: a franchise sales division and a public sales division. The sales reps for each division have different user profiles. The sales reps for the franchise sales division should only be able to set up Business Accounts.

What should the consultant recommend meeting this requirement?

- A. Remove Person Account Record Types from the franchise sales user profile.
- B. Ensure there are a minimum of two Record Types for Person Accounts.
- C. Use sharing rules to share Accounts between franchise and public divisions.
- D. Ask Salesforce Support to disable Person Accounts in CK's org.

Correct Answer: A

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