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QUESTION 1

How many instances of personal tags can be applied to records?

- A. 50
- B. 5000
- C. 50000
- D. 500000

Correct Answer: B

QUESTION 2

Ursa Major Solar recently acquired a company whose Sales team has a unique sales process, with stages that are different from the current setup of stages in Salesforce.

The Chief Technology Officer (CTO) has decided that the new Sales team should NOT change their process at all.

What should the Administrator do to incorporate the new Sales team's process?

- A. Create new values for the Opportunity Stage field; create a new Sales Process assigned to a custom Record Type for the new Sales team.
- B. Create a Record Type and page layout for the new Sales team and a custom field for the new Stages.
- C. Create new values for the Opportunity Stage field and use field-level security to control which teams see which fields.
- D. Create new values for the Opportunity Stage field; order them so that the new Sales team's values are at the bottom of the picklist.

Correct Answer: B

QUESTION 3

Which of the following statements is/are true for sharing rules? (Check all that apply)

- A. Sharing rules should be used when a user or group of users needs access to records not granted them by either role hierarchy or organization wide defaults
- B. Sharing rules apply only to new records owned by specified role or group member
- C. When you transfer records from user to another, the sharing rules are removed during the transfer.
- D. You cannot change the specified groups or roles for sharing rules.

Correct Answer: AD

QUESTION 4

Can the DataLoader access all objects?

A. Yes

B. No

Correct Answer: A

QUESTION 5

How does a Profile differ from a Role?

A. Profile controls what a user can do (read, create, edit, delete) with records

Correct Answer: A

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