A. True
B. False

Correct Answer: B

QUESTION 515
Can a delegated approver revoke a previously approved process?

A. Yes
B. No, once the request is approved only administrator can revoke the approval process

Correct Answer: A

QUESTION 516
Multiple Approvers have received your request for approving a discount that was invoked by the approval process? Approver A rejects your request. Approver B accepts your request after Approver A rejects it. Is your request approved or denied. (Assume you need only one person to approve out of all the approvers)

A. Approved
B. Denied
C. Approval process is revoked
D. Approval changes to pending stage due to conflict within approvers

Correct Answer: B

QUESTION 517
Data Validation rules are also enforced using the API and Import Wizards.

A. True
B. False

Correct Answer: A

QUESTION 518
It is advisable not to overwrite user records with new user data because it would prevent you from tracking a history of past users and the records associated to them?

A. True
B. False

Correct Answer: A

QUESTION 519
Where does the click path Your Name --> Set up -> Security controls -> Sharing settings lead to?

A. Custom Profile
B. Organization wide Defaults
C. Trusted IP Ranges

Correct Answer: B

QUESTION 520
Which of the following cannot be done by a user to records owned by others when the organization wide default is set to Read / Write to an object?

A. Add related records
B. Search Records
C. Delete records
D. Change ownership
E. Report on records
F. Edit details on records

Correct Answer: CD

QUESTION 521
Final reject actions can include actions such as email alerts

A. True
B. False

Correct Answer: A

QUESTION 522
When is a workflow rule triggered?

A. When a record that was closed now becomes open again
B. When you delete a record
C. When you are assign a record
D. When it is edited to meet the rule trigger criteria

Correct Answer: D

QUESTION 523
What are the two main parts of WF?

A. Actions and Time triggers
B. Rules and Actions
C. Email Alerts and Field updates
D. Rules and Tasks

Correct Answer: B

QUESTION 524
When are WF rules evaluated?

A. Before a record is deleted
B. When a record is created/updated
C. After a record is created
D. When a record is cloned

Correct Answer: B

QUESTION 525
From the below ... identify the WF action?

A. Create inbound messages
B. Create tasks
C. Create mobile alerts
D. Create section updates

Correct Answer: B

QUESTION 526
Org wide default is set to private. Kathy is assigned US Sales Director role with access rights to view opportunities owned by other users associated to her accounts. Jennifer is assigned EMEA Rep Role and Phil to US rep role. Which business opportunities can Kathy VIEW and EDIT?

A. Kathy can edit and view her own opportunities
B. Kathy can EDIT and VIEW her jennifers opportunities
C. Kathy can edit and view Phils opportunities
D. Kathy can view but cannot EDIT phils opportunities
E. Kathy can View but cannot edit Jennifers opportunities

Correct Answer: ACE

QUESTION 527
How would you allow collaborative access to accounts , contacts, contracts, opportunities, and cases of a US Sales rep, and Asia sales rep, and an EMEA sales rep?

A. By Creating three sharing rules between them
B. By creating a public group with all three Sales Reps
C. By changing the Org wide defaults

Correct Answer: B

QUESTION 528
The org wide default is set to private. Phil smith the owner of ABC account is a US Sales Rep reporting to the US Sales Director. The users in the US sales rep role can edit ALL opportunities associated with the accounts they own. Tim an EMEA sales rep owns an opportunity associated with the ABC account. Identify the correct role access.

A. Phil can view but cannot edit Tims ABC opportunity
B. TIM cannot VIEW / EDIT phils account
C. Phil can EDIT and VIEW Tims ABC opportunity
D. Tim can VIEW and EDIT Phils account
E. Tim can VIEW but cannot EDIT phils account.

Correct Answer: CE

QUESTION 529

Will WF evaluate rules retroactively?

A. Yes
B. No

Correct Answer: B

QUESTION 530
CORRECT TEXT
Fill in the blank.
What happens if a WF task is assigned to a role containing more than one person?

Correct Answer: See the answer below
Explanation:
The owner of the record that triggered the rule becomes the task assignee.

QUESTION 531
Can WF update formula fields?

A. Yes
B. No

Correct Answer: B

QUESTION 532
CORRECT TEXT
Fill in the blank.
Limitation for an organization related to triggers?

Correct Answer: See the answer below
Explanation:
SF limits the number of time triggers an organization can execute per hour. The limits are as follows:

Developer Edition: 50
Enterprise Edition: 500
Unlimited Edition: 1000

QUESTION 533
With Spring 11 release, you can now sort line items in the Quote Line Items related list on a quote. Syncing a quote with an opportunity also syncs product sort order.

A. True
B. False

Correct Answer: A

QUESTION 534

Can you perform field updates on an object related to a rule.

A. Yes
B. No

Correct Answer: A

QUESTION 535
CORRECT TEXT
Fill in the blank.
Match the workflow steps with the setup requirement

Correct Answer: See the answer below
Explanation:
Task - Select the Subject, status and priority
Email Alert - Select a template
Field Update - Select a field
Rule - Select the subject status and priority

QUESTION 536
Record Types are not available in Select the right choice

A. Developer Edition
B. Enterprise Edition
C. Unlimited Edition
D. Professional Edition

Correct Answer: D

QUESTION 537
How many Solution records can be imported via Import Wizard?

A. 50.000
B. 5.000
C. 500
D. 50

Correct Answer: A

QUESTION 538
CORRECT TEXT
Fill in the blank.
How can users obtain a security token?

Correct Answer: See the answer below
Explanation:
1. By changing their password
2. By resetting their security token via the Salesforce UI

QUESTION 539
AW computing has a discount workflow that requires approval from the Sales director when the