DEV-450^{Q&As}

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QUESTION 1

Universal Containers sells their products to wholesale partners and retail outlets. Each process has its own set of unique sales stages.

Which three features can an Administrator customize for each opportunity stage? (Choose three.)

A. Probability

B. Forecast Category

C. Quota

D. Product Family

E. Type

Correct Answer: ABE

QUESTION 2

A marketing user has received a file of leads to import into Salesforce. What tool can be used to avoid duplicate lead records?

A. Merge leads function

B. Validation rules

C. Data loader

D. Data import Wizard

Correct Answer: D

QUESTION 3

Which two levels of access should be set when sharing a document folder with users? (Choose two.)

A. Read-only

B. Read/White

C. Read/Write/Create/Delete

D. Read/Write/Create

Correct Answer: AB

QUESTION 4

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Universal Containers wants to back-up Salesforce data on a monthly basis. Which tools can a System Administrator use to meet this requirement?

A. Data Loader, Reporting Snapshot, Report Export

B. Data Loader. Scheduled Report, Reporting Snapshot

C. Data Export Service, Reporting Snapshot, Einstein Analytics

D. Data Export Service, Data Loader, Report Export

Correct Answer: D

QUESTION 5

Universal Containers wants sales reps to see the industry, annual revenue, and account owner at a glance on their mobile device. This information should be located at the top of the account record.

What feature should the Administrator configure to meet this requirement?

A. Page Layout

B. Mobile Card

C. Field Set

D. Compact Layout

Correct Answer: D

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