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QUESTION 1

The VP of sales at universal containers requested that "Verbal Agreement" be added as a new opportunity stage. The Administrator added this new picklist value to the stage field, but found that the new value was not available to users.

What should the administrator do?

- A. Ensure the limit of 10 stage values was not exceeded
- B. Ensure the new value was marked as active
- C. Add the new value to the appropriate record type
- D. Add the new value to the appropriate sales process

Correct Answer: D

QUESTION 2

Sam is the Salesforce Admin for Valley Bank. The bank's financial advisors are complaining they can't see an accurate summary of their client's financial data as clients often change households. Sam wants to give his financial advisors a better view of the client's complete financial situation. How can he set this up using FSC?

- A. Create a custom object to track the client's financial data
- B. Use Process Builder to create a workflow to summarize data at the Person Account level
- C. Set client's financial data to be rolled up using Primary Group feature

Correct Answer: C

QUESTION 3

Universal Containers wants to automatically back up all the Salesforce data on a monthly basis.

Which tool can a system administrator use to meet this requirement?

- A. Data export service
- B. Analytic snapshot
- C. Import wizard
- D. Scheduled report.

Correct Answer: A

QUESTION 4

What user interface setting must be enabled for users to edit records in a list view? (2 answers)

- A. Enhanced lists
- B. Enhanced page layout editor
- C. Inline editing
- D. Enhanced profile list views

Correct Answer: AC

QUESTION 5

Which is a feature of Chatter? (3 answers)

- A. Feeds
- B. Events
- C. Bookmarks
- D. Recommendations
- E. Notes

Correct Answer: ADE

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