DEV-450^{Q&As}

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QUESTION 1

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 2

Which three options are available when customizing a report? (Choose three.)

A. Add a gauge component

B. Schedule a refresh time

C. Add a grouping

D. Summarize fields

E. Add a filter

Correct Answer: CDE

QUESTION 3

What should be considered when configuring the lead conversation process? (Choose two.)

A. Custom lead fields can be mapped to custom object fields.

B. Roll-up summary lead fields can be mapped to custom contact fields.

C. Custom lead fields can be mapped to account, contact, and opportunity fields.

D. Standard lead fields are automatically converted to account, contact, and opportunity fields.

Correct Answer: CD

QUESTION 4

Support agents at Universal Containers research solutions to customer issues by asking various subject matter experts (SMEs) at the company.

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Which three features will allow Support Agents to quickly document the details of these meetings? (Choose three.)

A. Case groups

B. Workflow Email Alerts

C. Events

D. Case Comments

E. Case Feed

Correct Answer: BDE

QUESTION 5

Universal Containers has a custom object named Feedback which is used to capture Users\\' candid comments about their experience at work. The sales team manager and all representatives have roles in the role hierarchy with sales representatives directly under the sales team manager. HR requires that all Feedback records be private to each User. Managers should not have access to subordinates\\' Feedback records.

What action should an Administrator take to ensure this requirement is met?

A. Confirm Feedback object is set to Private and Uncheck `Grant Access Using Hierarchies\\' in Organization-wide sharing.

B. Confirm Feedback object is set to Private and Uncheck `Enable Role Hierarchy\\' in Organization-wide sharing.

C. Confirm Feedback object is set to Restricted and Uncheck `Enable Role Hierarchy\\' in Organization-wide sharing.

D. Confirm Feedback object is set to Restricted and Uncheck `Grant Access Using Hierarchies\\' in Organization-wide sharing.

Correct Answer: A

QUESTION 6

Which two can be done with a workflow field update action? (Choose two.)

A. Update the value of a field on a child object.

B. Change the record type of a record.

C. Apply a specific value to a field.

D. Select a formula field for a field update.

Correct Answer: BC

QUESTION 7

When converting a lead, how can an administrator capture custom lead data on the converted contact?

A. Use the lead conversion wizard to select the fields.

B. Map custom lead fields to custom contact fields.

C. Use the data loader to move the custom lead data.

D. Map custom lead fields to standard contact fields.

Correct Answer: B

QUESTION 8

Which two are purposes of the AppExchange? (Choose two.)

A. Partners can download accounts and contacts to collaborate on sales deals.

B. Customers can share and install apps published by Salesforce partners.

C. Administrators can download and customize pre-built dashboards and reports.

D. Support users can install the Salesforce Console for Service custom app.

Correct Answer: BC

QUESTION 9

Which two are capabilities of the content delivery feature of Salesforce Content? (Choose two.)

A. Associate the content delivery with a Salesforce record.

B. Password protect content deliveries that contain sensitive data.

C. Customize the URL assigned to the content delivery.

D. Encrypt certain content delivery files.

Correct Answer: AB

QUESTION 10

A sales executive at Universal Containers wants to be notified whenever high-value opportunities are created for hot accounts.

What should an administrator do to meet this requirement?

A. Create a workflow rule on the opportunity object.

B. Create an auto-response rule on the opportunity object.

C. Create an escalation rule based on the opportunity amount.

D. Create a validation rule that evaluates the account rating.

Correct Answer: A

QUESTION 11

Which three can be modified on standard object fields? (Choose three.)

A. Help text

B. Label

C. Field type

D. Picklist values

E. Default text

Correct Answer: ABD

QUESTION 12

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 13

A System Administrator needs to import new leads from a tradeshow and assign ownership based on country. Some of the leads may already be in the system.

Which two actions should be taken to meet this requirement? (Choose two.)

A. Use the Data Import Wizard to match lead by email.

B. Create an assignment rule to assign leads by country.

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C. Create an auto-response rule to assign leads by country.

D. Use the Data Loader to match lead by email.

Correct Answer: AB

QUESTION 14

Which three are Chatter features? (Choose three.)

A. Notes

B. Bookmarks

C. Recommendations

D. Feeds

E. Events

Correct Answer: BCD

QUESTION 15

A System Administrator wants to ensure that unique data is always input into a specific field. Which two field properties should be configured? (Choose two.)

A. Default Value

B. Required

C. Unique

D. Data Type

Correct Answer: BC

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