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CORRECT TEXT

As administrator you want to ensure that only certain users can modify a specified field. What is the best way to do this? Use

field level security and make the field read only (or hidden) foryour selected user or group of users.

NEW QUESTION 247

Marketing department at Universal container is migrating from legacy campaign and email management system 2 salesforce want to ensure that its communication material is migrated as well. What should consultant recommend to migrate the marketing departments email templates?
* Manually recreate the email and mail merge templates in salesforce
* Enable Email to salesforce before sending email templates to salesforce
* Create an email template change set or use the Force.com IDE
* Enable Email-to-case and use Import Wizard.

NEW QUESTION 248

Universal Containers wants to implement Knowledge to assist agents with the resolution of cases.

Which three recommendations should a consultant make to meet this requirement? Choose 3 answers
* Enable article customization for open cases.
* Enable agents to create their own personal articles.
* Enable suggested articles on new cases.
* Enable article submission during case close.
* Create an email template to send articles as PDF attachments.

NEW QUESTION 249

Cloud Kicks has a private sharing model on Accounts. Account executives need to ensure that specific users can qualify marketing Opportunities on their Accounts. There can be different users for a given Opportunity. Sales management needs to report on which users are assigned to Opportunities.

What should the consultant recommend to the account executives?
* Add specific users as Opportunity team members with a role that grants Read/Write Access.

NEW QUESTION 250

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Northern Trail Outfitters (NTO) wants to implement a website for a new product launch. The site should be publicly available, allow visitors to submit requests for information, and be managed by the non-technical marketing team. What solution should the consultant recommend?

* Customer Community
* Force.com Sites
* Salesforce1 Sites
* Site.com

NEW QUESTION 251

A Salesforce partner regularly works with Salesforce Account Executives to close deals with clients that are looking for a partner to implement Sales Cloud. As new partner sales reps are on-boarded, they spend quite a bit of time trying to determine which Account Executive maps to which Accounts and Opportunities. What should the Consultant recommend when rolling this out?

* Add a Lookup field on the Opportunity to indicate Partner Executives
* Add the Title field to all Contact Layout
* Implement Account Contact Roles
* Implement Account Partner Roles

NEW QUESTION 252

Your org-wide defaults for access rights to Price Books are set to “Use”, but only Sales Reps should have

access to Price Books. What should be your first step?

* Change the org-wide default setting to “No Access”
* Change the org-wide default setting to “View Only”
* Leave the org-wide default setting, but change the Sales Reps’ access rights
* Change the Sales Reps’ access rights to “Use’

NEW QUESTION 253

Universal Containers has a public sharing model for accounts and uses the parent account field to create a multi-level account hierarchy. When viewing a parent account, the company would like to see the total value of open opportunities for all accounts in the hierarchy. What solution should a consultant recommend to meet this requirement?

* Use apex to update a custom field on the parent account with the total value of open opportunities from

‘-‘ the child accounts.
* Create a roll-up summary field on the parent account showing the total value of open opportunities from

‘-‘ the child accounts.
* Define a workflow rule to update the custom field on the parent account with the total value of open ‘-‘ opportunities from the child accounts.
* Create a link on the account that opens a report showing the total value of open opportunities for all the

‘-‘ accounts in the hierarchy.

NEW QUESTION 254

Universal containers wishes to track relationships between its customers. For example, some customers are suppliers for other customers.

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What should a consultant recommend to track multiple customer relations?

* Add the related company to the first company’s partner related list, with supplier as a value.
* Add the related company to the first company’s custom supplier lookup field as a value
* Add the related company to the first company’s contact roles related list, with supplier as a value
* Add the related company to the first company’s account team, with supplier as the role

NEW QUESTION 255

Universal Containers sells two product lines that each use a distinct selling methodology. Additionally, each

product line captures different information that is used to sell the products. What should a consultant

recommend to support selling the two product lines?

* Create two page layouts and two sales processes; assign them to the respective product lines to collect

relevant information.
* Create two page layouts, one opportunity record type, and one workflow rule to assign the correct page

layout to the record type.
* Create one page layout, two sales processes, and validation rules to capture relevant opportunity

information.
* Create two sales processes and two page layouts; assign them to two different opportunity record types

for each product line.

NEW QUESTION 256

With Customizable Forecasting you can forecast any of the following data. (Select all that apply)

* Quantity
* Units of Individual Products
* Units of Product Family
* Amount

NEW QUESTION 257

Cloud Kicks wants to release product enhancements effectively to drive user adoption mtd have the impact on the organization and
users’ day-to-day functions.

What are three steps for successful change and seasonal release management?

Choose 3 answers
* Prioritize executive requests.
* Train end users after deployment.
* Communicate updates to end user.
* Create an org development model.
* Collect input from stakeholders.

NEW QUESTION 258

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Cloud Kicks is concerned that the sales team is taking longer to close Opportunities each month is comparison to the same time last year. The VP Sales wants to determine the number of closed deals on a monthly basis and compare the month-over-month results. Which two actions should the Consultant take to create a solution?

Choose 2 answers
* Schedule an analytic snapshot of the Opportunity object to run monthly.
* Create acustom Opportunity report using custom formula fields for the stage closed/won.
* Create a dashboard component; schedule the dashboard to refresh monthly.
* Create a report based on the Opportunity snapshot.
* Schedule an analytic snapshot of the Opportunity history object run monthly.

NEW QUESTION 259

Northern Trail Outfitters (NTO) uses channel partners for selling and servicing its products. As volume of leads has increased, NTO has noticed a decrease in satisfaction from partners on the quality of leads and a noticeable decrease in the lead conversion rate.

What should the consultant suggest in order to increase partner satisfaction with the leads being shared?
* Use the lead score on the Find Duplicates button and assign the leads with a score in the high category.
* Create a custom lead score field to assess lead quality and assign the leads that exceed this score to partners.
* Create multiple validation rules to ensure that all fields on the lead record are populated with data.
* Assign all leads to the partner channel manager to validate the lead data and manually assign to partners.

NEW QUESTION 260

Data.com: What does the Reviewed Status indicate?
* The recordhas minimal activity on Data.com
* The record should be deleted from Salesforce
* The record has been manually cleaned against Data.com
* The record might have a bad phone number

NEW QUESTION 261

Sales stages are shared between sales methodologies at Cloud Kicks. There are three product lines with unique sales methodologies. A few sales stages overlap between the three product lines.

Which two recommendations should the consultant make?

Choose 2 answers
* One set of opportunity stages
* One record type
* Three record types
* Three sets of opportunity stages

NEW QUESTION 262

Cloud Kicks is a large global company. The week of global training falls on a holiday week for the European region of the office on holiday.

Which best practice should the Consultant recommend to overcome this obstacle?

* Run the training as planned and record it so the other users can watch the video.
* Talk to the manager of that region and tell them how important training is and that they should come.
* Set up training session for just European region and run the scheduled training.
* Move training for all users to the following week and communicate the change.

NEW QUESTION 263

UC has set accounts, contacts and opportunities to private. Sales Rep manage the account for which they are

the account owner. The company also employs sales specialist to assist sales rep on deals. What should a

consultant recommended to allow sales specialist to see account information and any opportunity information

associated with the account?
* Assign the sales specialist to the same profile as Account owner.
* Assign the sales specialist to the same role in the role hierarchy as account owners.
* Add the sales specialist to the account team and assign them read access to the opportunity.
* Share opportunity manually with the sales specialist and assign them read access.

NEW QUESTION 264

What does content delivery enable?
Content delivery allows you to convert PowerPoint, Word, Excel and Adobe PDF documents into optimized web pages for online viewing.

NEW QUESTION 265

Universal containers uses a custom object named Insight, which is the child in a master-detail relationship with the opportunity object. Sales teams use this object to create requests for analysts who conduct supporting research regarding an opportunity. Sales teams use Salesforcel mobile app and want to easily create new insight records from their phones. What should a consultant recommend to meet this requirement?
* Create a related list button
* Create a publisher action
* Create a visualforce page
* Create a custom object tab

NEW QUESTION 266

What is to be considered when implementing Currency Advanced Management? Choose 3 answers
* The converted amount of an opportunity uses dated exchange rates based on the close date of the opportunity.
* Currency roll-up summary fields from opportunities products to an opportunity use the dated exchange rate.
* Advanced Currency Management can be enabled or disabled in the organization under the company profile, if needed.
* Currency roll-up summary fields from opportunities to an account use the static conversion rate.
* Advanced Currency Management dated exchange rates are automatically update on a monthly basis.

Accurate & Verified Answers As Seen in the Real Exam here:

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