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## Question 1

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**Question Type: FillInTheBlank**

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Describe the components of the Console tab:

**Answer:**

---

## Question 2

---

**Question Type: FillInTheBlank**

---

List the differences between the Jumpstart Wizard and the Standard Approval Process Wizard:

**Answer:**

---

## Question 3

---

**Question Type:** FillInTheBlank

---

What objects in the Org Wide Defaults allow you to do a public read/write/transfer?

**Answer:**

---

## Question 4

---

**Question Type:** FillInTheBlank

---

Before creating record types for Leads, Opportunities, Cases or Solutions, you need to create what?

**Answer:**

---

## Question 5

---

**Question Type: FillInTheBlank**

---

Which tabs are restricted from multiple record types?

**Answer:**

---

## Question 6

---

**Question Type: FillInTheBlank**

---

What happens if you add a picklist value to a field when there are multiple record types?

**Answer:**

---

## Question 7

---

**Question Type: MultipleChoice**

---

If I'm looking at a detail page, how do I know what record type it is?

**Options:**

---

A) Yes

B) No

**Answer:**

---

B

## Question 8

---

**Question Type: MultipleChoice**

---

Do users have to display the jump page every time they create a new record?

**Options:**

---

A) Yes

B) No

**Answer:**

---

B

## Question 9

---

**Question Type: MultipleChoice**

---

When using Territory Management, can an opportunity be associated with multiple territories?

**Options:**

---

A) Yes

B) No

**Answer:**

---

B

**Explanation:**

---

Accounts and Users can be associated with multiple opportunities but Opportunities can only be in one territory.

## Question 10

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**Question Type: MultipleChoice**

---

When creating users, does the alias need to be unique?

**Options:**

---

A) Yes

B) No

**Answer:**

---

B

## Question 11

---

**Question Type:** MultipleChoice

---

Does access to folders respect the role hierarchy?

**Options:**

---

A) Yes

B) No

**Answer:**

---

B

## Question 12

---

**Question Type:** MultipleChoice

---

List the objects that may have Sharing Rules



## Options:

---

- A) \* Lead
  - \* Account
  - \* Contact
  - \* Opportunity
  - \* Case
  - \* Campaign
  - \* Custom Objects
- 
- B) \* Lead
  - \* Account
  - \* Contact
  - \* Opportunity
  - \* Campaign
  - \* Custom Objects

## Answer:

---

A

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