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## Question 1

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**Question Type:** MultipleChoice

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Methods to automate leads?

### Options:

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**A)** Web-To-Lead

Email Templates

Auto response rules

**B)** Web-To-Lead

Templates

Auto response rules

### Answer:

---

B

## Question 2

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**Question Type:** MultipleChoice

---

Which administrative permissions are necessary in order to edit profiles?

**Options:**

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- A) Manage Users and Customize Application
- B) View Setup and Configuration, Manage Users and Customize Application
- C) View Setup and Configuration, Manage Users and Manage Profiles
- D) Manage Profiles and Manage Users
- E) View User Configuration, and Manage Users
- F) View setup and Configuration, View User Configuration, Manage Users and Manage Profiles

**Answer:**

---

B

## Question 3

---

**Question Type:** MultipleChoice

---

When are custom fields removed from the recycle bin?

**Options:**

---

- A) 45 days
- B) 30 days
- C) 60 days
- D) 90 days

**Answer:**

---

A

## Question 4

---

**Question Type:** MultipleChoice

---

A Look-up field can look up to what?

**Options:**

---

- A) An Object
- B) A field
- C) A record
- D) A report

**Answer:**

---

C

## Question 5

---

**Question Type:** MultipleChoice

---

When creating a Many-to-Many relationship you will need to use a

**Options:**

---

- A) Junction Object
- B) Lookup Field
- C) Sharing Rules

D) Workflow Field update

**Answer:**

---

A

## Question 6

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**Question Type: MultipleChoice**

---

What type of relationship should be built for a one-to-one?

**Options:**

---

A) Master-Detail Relationship

B) Look-up Relationship

C) Master-Detail Field

D) Look-up Field

**Answer:**

---

B, D

## Question 7

---

**Question Type:** MultipleChoice

---

When controlling and dependent fields are available in Connect Offline...

### Options:

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- A) You will be able to edit one, with it automatically updating the other
- B) The logic between them is not available
- C) You can only edit the controlling field
- D) You can only edit the dependent field

### Answer:

---

B

## Question 8

---

**Question Type: MultipleChoice**

---

When a field is deleted it sits in the recycling bin for 30 days

**Options:**

---

A) True

B) False

**Answer:**

---

B

## Question 9

---

**Question Type: MultipleChoice**

---

When a record is deleted it sits in the recycling bin for 30 days

**Options:**

---



- A) True
- B) False

**Answer:**

---

A

## Question 10

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**Question Type: MultipleChoice**

---

You can rename standard Tabs and Objects. 9962077244

**Options:**

---

- A) True
- B) False

**Answer:**

---

A

## Question 11

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**Question Type:** MultipleChoice

---

If you defined a custom fiscal year structure, your company can not revert to the Gregorian calendar for fiscal purposes.

**Options:**

---

- A) True
- B) False

**Answer:**

---

A

## Question 12

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**Question Type:** MultipleChoice

---

Once you define a custom fiscal year structure, your company can not return to the standard fiscal year calendar.

**Options:**

---

A) True

B) False

**Answer:**

---

A

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