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**Salesforce**

# ADM-211

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- C. New records of the custom object can only be accessed from the related list on the parent record.
- D. A custom app containing the custom tab is automatically created.
- E. New records of the custom object can be created from the sidebar.

**Answer:** A, B, E

**QUESTION:** 363

Which statement is TRUE for a master-detail relationship? Select all that apply.

- A. Record access of detail records are controlled by the master record.
- B. A master record and a related detail record can have different owners.
- C. Deleting a master record, also deletes the detail record.
- D. A detail record can be shed using sharing rules

**Answer:** A, C

**QUESTION:** 364

What is a benefit of creating a custom app for users?

- A. Provide users with a place to share and install apps.
- B. Allow users to manage custom objects and tab.
- C. Gives users access to the tabs and records they need.
- D. Differentiates standard and custom objects for users

**Answer:** C

**QUESTION:** 365

What privileges can be given to delegated administrator? (Select all the apply)

- A. Modify the role hierarchy.
- B. Create and edit users.
- C. Assign users to specified profiles.
- D. Modify profile permissions.
- E. Manage custom objects.

**Answer:** B, C, E

**QUESTION:** 366

How can Tonya enforce that the Region field contains a value regardless of how the lead is created?

- A. Make the Region field universally required.
- B. Make the Region field required on the page layout.
- C. Create a validation rule on the Region Field.

**Answer:** C

**QUESTION:** 367

A Which tools can be use to reduce the number of existing duplicate records?

- A. Merge Wizard
- B. Dashboard Pack
- C. App Exchange solutions
- D. Apex Trigger

**Answer:** A, C

**QUESTION:** 368

What records can be cleaned and enriched using Data.com? {Select all that apply.)

- A. Accounts
- B. Contacts
- C. Opportunities
- D. Campaigns
- E. Leads

**Answer:** A, B, E

**QUESTION: 369**

What type of information can be recorded in a debug log? (Select a II that apply)

- A. Workflow
- B. Data Storage
- C. Validation
- D. Database
- E. License

**Answer:** A, C, D

**QUESTION: 370**

What functionality can be used to create a new related record when a user saves a record?

- A. Validation rule.
- B. Work flow rule.
- C. Visual force page.
- D. Apex trigger.

**Answer:** D

**QUESTION: 371**

What actions occur before a request enters the first approval step?

- A. final approval actions
- B. final rejection actions
- C. Initial submission actions
- D. Step actions

**Answer:** C

**QUESTION: 372**

What tools are available to help troubleshoot issues with an approval process?  
(Select all that apply)

- A. Approval History related list
- B. Visual force Pages
- C. Sales force email logs
- D. Apex triggers

**Answer:** A, C

**QUESTION:** 373

Which element would you use to route the flow differently based on whether the customer is interested in the product promotion, shipping promotion, or not interested?

- A. Step
- B. Screen
- C. Decision
- D. Assignment

**Answer:** C

**QUESTION:** 374

Which element would you use to determine if the customer is interested in a product or shipping promotion.

- A. Step
- B. Decision
- C. Assignment
- D. Screen

**Answer:** D

**QUESTION:** 375

What element would you use to set an opportunity name variable to "Product Promotion"?

- A. Record Update
- B. Record Create
- C. Assignment
- D. Dececion

**Answer:** C

**QUESTION:** 376

Which element would you use to wrap up cross-selling and the call?

- A. Step
- B. Screen
- C. Decision
- D. Assignment

**Answer:** B

**QUESTION:** 377

Identify the advantages of declarative customization.(Select all the apply.)

- A. Enhance security
- B. Ease of upgrades
- C. Ease of maintenance.
- D. No requirements for programming knowledge F.Ability to extend beyond standard functionality

**Answer:** B, C, D

**QUESTION:** 378

Force.com is multi-tenant. What does this statement mean?

- A. It can share hardware and other infrastructure.
- B. Multiple resources can work on it at the same time.
- C. It can be deployed at multiple locations.
- D. There are multiple features to protect your data.

**Answer:** A



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