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Salesforce Administer, Extend, and Automate Salesforce Sample Questions (Q65-Q70):

NEW QUESTION # 65

How can content types be used in CRM Content? (Choose two answers.) * (1 Point)

- A. With upload rules, to limit the size of content files.
- **B. With content fields, to control the content detail page layout**
- C. With library rules, to limit the number of libraries created
- **D. With validation rules, to capture complete data**

Answer: B,D

NEW QUESTION # 66

Universal Containers uses a custom object to track customer complaints. The company wants to have a field on the custom object where they can include a reference to another complaint.

What types of relationship can be used to accomplish this?

- A. Junction
- B. Master-detail
- **C. Lookup**
- D. Hierarchical

Answer: C

NEW QUESTION # 67

The administrator at Cloud Kicks has been requested to provide access to the Leads object to a contractor. The contractor currently has a profile that has access to a project management app within Salesforce. The contractor should only have View access to all of the Lead records.

What should the administrator handle this request?

- A. Create a profile with Read Only for all Leads.
- B. Add an app with the Leads tab to the user's profile.
- **C. Assign a permission set that has View All on Leads.**
- D. Assign the contractor a public group with Lead access.

Answer: C

NEW QUESTION # 68

Universal Containers categorizes its accounts with one of two status values - Prospect or Customer. The administrator wants to automatically change the value from Prospect to Customer when an opportunity is won. Which two actions should the administrator take to accomplish this? Choose 2 answers

- A. Create an account workflow rule that updates the Account Status field.
- **B. Create an opportunity workflow rule that updates the Account Status field.**
- C. Use Visualforce to update the Account Status field.
- **D. Use an Apex trigger to update the Account Status field.**

Answer: B,D

NEW QUESTION # 69

The marketing department at universal containers regularly changes the

page layout requirements for its custom marketing objects. The VP of Marketing has asked the administrator for permission to configure only these objects.

What can the administrator do to meet this request?

- **A. Create a custom profile with edit permission on the custom marketing objects and assign to the VP of marketing.**
- B. Enable the marketing user permission on the user record for the VP of Marketing
- C. Grant the VP of marketing the ability to log in as a user who is a system administrator.
- D. Set up the VP of Marketing as a delegated administrator for the custom marketing objects.

Answer: A

NEW QUESTION # 70

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