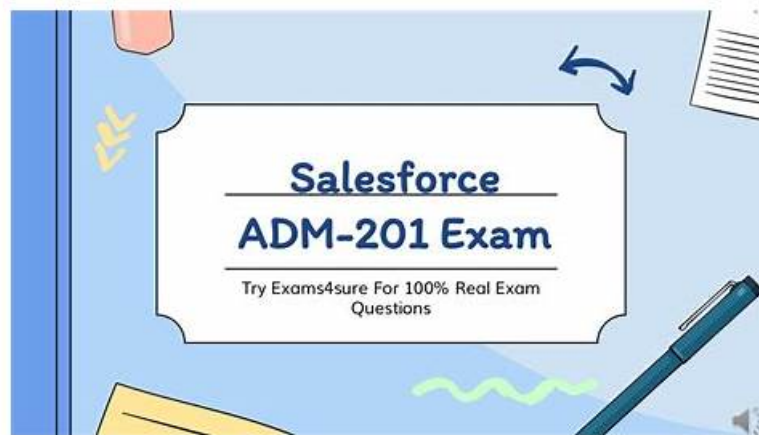


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## Salesforce Certified Administrator Sample Questions (Q114-Q119):

### NEW QUESTION # 114

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

- A. Yes
- B. No

**Answer: B**

Explanation:

Section: Volume J

Explanation/Reference:

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

#### NEW QUESTION # 115

A user successfully login's at 3:00 PM, What happens at 3:31 PM, if the Login hours for the user's Profile are set from 7:30 AM to 3:30 PM?

- A. User is automatically Logged Out
- **B. User is logged out once he tries to do any DML (Data Manipulation) Operation i.e. Save, Edit etc.**
- C. User is asked in a Popup window if he would like to extend his session
- D. User keeps working continuously without any issues

**Answer: B**

#### NEW QUESTION # 116

Here are the salesforce.com definitions of a Lead, Account, Contact, & Opportunity. Which one is the definition for an opportunity?

- **A. Any potential revenue-generating event ("sales deal") that you want to track in Salesforce. The Icon is a Coin.**
- B. Any individual or influencer associated with an account that you want to track in Salesforce. The Icon is a business card.
- C. Any person, organization or company that may be interested in your products and services, not yet customers. The Icon is a green Star Man.
- D. An organization, individual or company involved with your business such as customers, competitors and partners that you wish to track in Salesforce. The Icon is a file folder.

**Answer: A**

Explanation:

Section: Volume J

#### NEW QUESTION # 117

What objects may be imported or updated using the Import Wizard? (Choose all that apply.)

- **A. Accounts**
- **B. Leads**
- C. Contract
- **D. Contact**
- E. Opportunities

**Answer: A,B,D**

Explanation:

Section: Volume I

#### NEW QUESTION # 118

What is not true about sharing Rules?

- **A. U can edit the access levels for any sharing rule. You can change the specified groups / roles for the rule**
- B. Sharing rules apply to all new and existing records owned by the specified role / group members
- C. When u delete a sharing rule, the sharing access created by that rule is automatically removed
- D. Sharing rules open up access whereas org wide defaults restrict access
- E. When u modify which users are in a group rule, the sharing rules are re-evaluated to add/remove access as necessary.

**Answer: A**

#### NEW QUESTION # 119

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