

Administration Essentials for New Admins

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Question 1

Inline editing updates the field when

Options:

- A. The field is saved/updated
- B. When the record is saved/updated
- C. When the return key is pressed
- D. None of the above

Answer: B

Question 2

If a company opts to use Custom Fiscal Years, they cannot use the standard forecasting option.

Options:

- A. True
- B. False

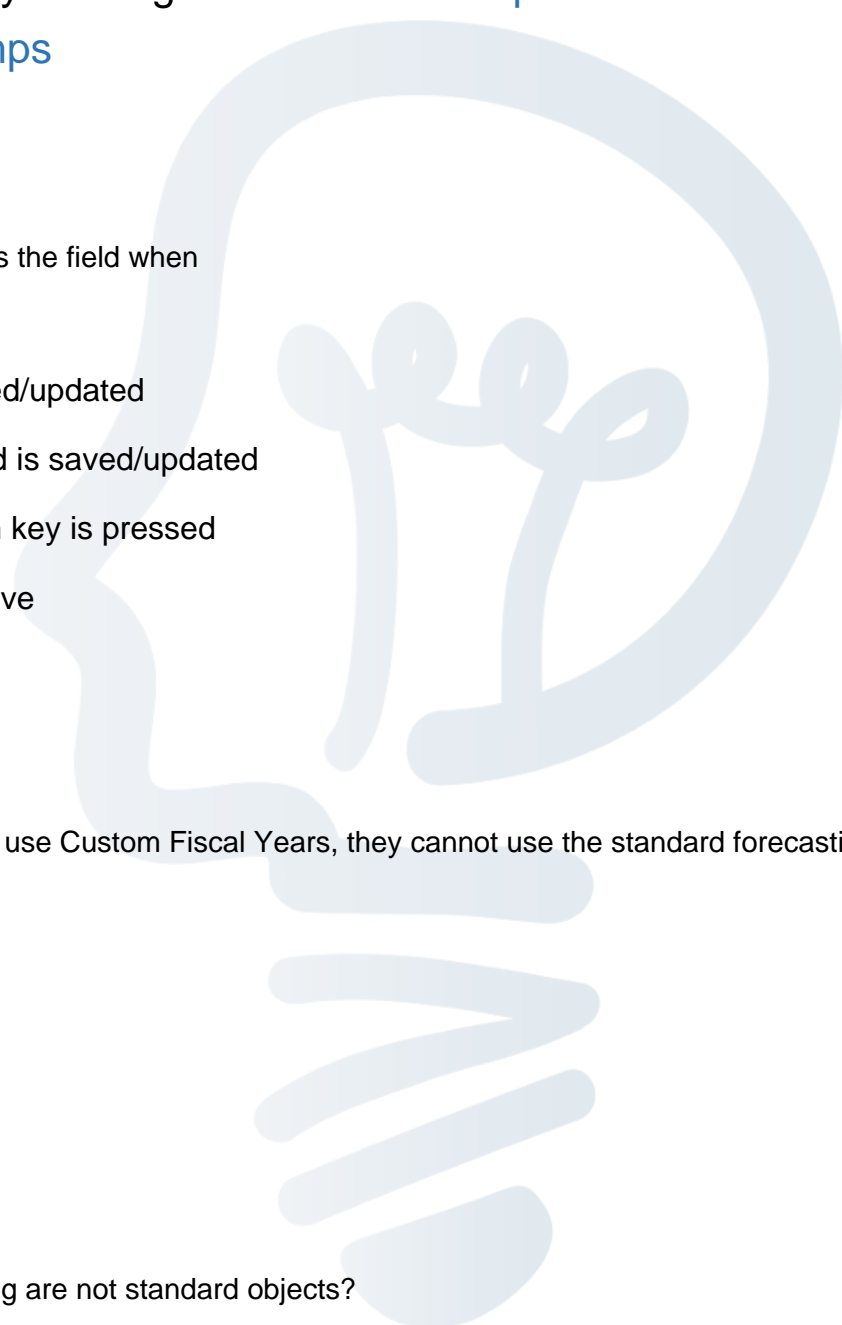
Answer: A

Question 3

Which of the following are not standard objects?

Options:

- A. Opportunities
- B. Solutions
- C. Job Applicants



D. Accounts

E. Campaigns

Answer: C

Question 4

Which of the following are part of the Service Cloud offering?

Options:

A. Opportunities

B. Knowledge

C. Entitlements

D. Campaigns

E. Quotes

Answer: B, C

Question 5

Locale settings control how users view date formats, time formats and number formats.

Options:

A. True

B. False

Answer: A

Question 6

If the company locale is set to US English, all users will have a default locale of US English and this cannot be changed.

Options:

A. True

B. False

Answer: B

Question 7

If your company's fiscal year follows the Gregorian calendar, you must use Custom Fiscal Years.

Options:

- A. True
- B. False

Answer: B

Question 8

In order to enable multi-currency feature in Salesforce, you must

Options:

- A. Contact Salesforce.com
- B. Check the Enable Multi-currency checkbox in your Chatter profile
- C. Operate your business in at least two different countries
- D. You cannot enable this feature once you've implemented Salesforce.

Answer: A

Question 9

Which feature effectively allows you to "lock" the converted amount on closed opportunities?

Options:

- A. Locale
- B. Company Profile
- C. Multi-currency
- D. Advanced Currency Management
- E. None of the above

Answer: D

Question 10

User interface settings are global settings and apply to all users of an org.

Options:

- A. True

B. False

Answer: A

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