DEV-401 Q&As

Building Applications with Force.com and Visualforce

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Vendor: Salesforce

Exam Code: DEV-401

Exam Name: Building Applications with Force.com and Visualforce

Q&As: Demo

QUESTION 1
Approval processes a re not available in a change set.

A. True
B. False

Correct Answer: A

QUESTION 2
What happens if 1 component of a change set fails to deploy?

A. Except the failed component, all other components of the change set get deployed
B. The entire change set gets deployed
C. The entire change set fails to deploy
D. The deployment time increases

Correct Answer: C

QUESTION 3
Change sets can be used to move data and metadata from one organization to another.

A. True
B. False

Correct Answer: B

QUESTION 4
Sharing rules are used to further restrict access defined in the Organization-wide Default settings.

A. True
B. False

Correct Answer: B

QUESTION 5
If a developer wants to set up access in such a way that managers always see records owned by their subordinates, which feature should the developer use?

A. Organization-wide defaults
B. Role hierarchy
C. Manual Sharing
D. Profiles

Correct Answer: B

QUESTION 6
If a user needs to give access to just one record, which feature should they use?

A. Roles
B. Role Hierarchy
C. Profile Setting
D. Manual Sharing

Correct Answer: D

QUESTION 7
What is the most restrictive Organization-wide default?

A. Read/Write
B. Read Only
C. Private
D. Hidden

Correct Answer: C

QUESTION 8
Which statement is true?

A. Child records in mater-detail relationships have their own org-wide defaults.
B. Org-wide defaults can be set for both standard and custom objects.
C. Only read/write access can be granted through sharing rules.
D. Sharing rules are used to restrict access to records.

Correct Answer: B

QUESTION 9
Which users can grant sharing privileges on a given record? (Select all that apply)

A. System Administrators
B. Manager
C. Owner of the record
D. Users above the owner of the record in the role hierarchy
E. Users below the owner in the role hierarchy

Correct Answer: ACD

QUESTION 10
What are the permissions that allow a system administrator to manage an application? (select all that apply)

A. View All Data
B. Read
C. Create
D. Modify All Data
E. Edit All Data

Correct Answer: A

QUESTION 11
Standard Profiles can be customized to fit your organization's requirements.

A. True
B. False

Correct Answer: B

QUESTION 12
Identify all statements that are true:

A. If you remove access to an app from a profiles, the users in that profile will still be able to see the tabs in that application.
B. If you hide a tab from a profile, the users in that profile will not be able to see records for that object.
C. If you have 2 records types for an object, you need to have 2 page layouts for that object.
D. If a user does not have access to a specific record type, they will still be

Correct Answer: ABD

QUESTION 13
A field hidden by field-level security is still visible through the API.

A. True
B. False

Correct Answer: B

QUESTION 14
What can you use to limit available picklist options? (Choose 1)

A. Page Layouts
B. Record Types
C. Field Level Security
D. Profiles

Correct Answer: B

QUESTION 15
While filling out positions, the hiring manager wants to view job responsibilities and job description at the top of the page; The recruiter wants to view the name of the hiring manager and the status at the top. Which tool would you use to meet this requirement?

A. Record Types
B. Field Level Security
C. Page Layouts

Correct Answer: C

QUESTION 16
When creating technical positions, the hiring manager must fill out the certification requirements for the position. When creating non-technical positions, such as positions in Sales & Finance, the certification fields are not required and therefore must not be visible. Which tool would you use to meet the requirements?

A. Record types
B. Field-level security
C. Page Layouts
D. Page Layouts with Record Types

Correct Answer: D

QUESTION 17
Interviewers should never be able to view a candidate's social security number. Which tool would you use to meet this requirement?

A. Record types
B. Field-level security
C. Page Layouts
D. Page Layouts with Record Types

Correct Answer: B

QUESTION 18
Which feature establishes the baseline level of access a user has to records they do not own?

A. Roles
B. Organization-wide defaults
C. Profiles
D. Sharing Rules

Correct Answer: B

QUESTION 19
If a developer wants interviewers to view positions, but to never view the Pay Grade listed for a position, which tool would the developer use?

A. Field-level security on positions
B. Page Layouts
C. Field-level security on grades
D. Record types

Correct Answer: A

QUESTION 20
How can a developer restrict access to records?

A. By changing the organization-wide defaults
B. By creating manual sharing
C. By creating a new role hierarchy
D. By creating a public group

Correct Answer: A

QUESTION 21
Which function verifies the format of the data?

A. CASE
B. ISNEW
C. REGEX
D. IF

Correct Answer: C

QUESTION 22
Can attachments to Salesforce records be attached using the Apex Data Loader?

Correct Answer: The csv file would need to have these columns: ParentId the Salesforce ID of the parent record to which the attachment should be attached. For example, Account record ID 0019000000CZYfN Name The name with which this attachment should be saved in SFDC (We can give any name, not necessary it should be the file name) File Attachment1 IsPrivate 0 if the attachment is not private; 1 if it is private. OwnerId

QUESTION 23
For which objects is field history tracking available & for which is it not available?

Correct Answer: Field history tracking is available for Account, Leads, Contact, Opportunity, Cases, Contract, Solution, custom objects. It is not available for Activities, Campaign, Quotes, Product, Ideas, Asset, User

QUESTION 24
Can an administrator view the reports stored in any user's `My Personal Custom Reports' folder?

Correct Answer: No

QUESTION 25
If at the profile level, 'Password Never Expires' has been checked but at Setup > Security Controls > Password Policies if it is specified that password expires in 30 days, then which of the two would be true for users of that profile?

Correct Answer: 'Password Never Expires' specified at profile level would hold true.

QUESTION 26
If at the profile level, 'Password Never Expires' has been checked but at Setup > Security Controls > Password Policies if it is specified that password expires in 30 days, then which of the two would be true for users of that profile?

Correct Answer: 'Password Never Expires' specified at profile level would hold true.

QUESTION 27
If there is a custom validation rule on a custom object Position for the custom text field Location to make sure that this field is not left blank, then what are the various ways of bypassing this validation rule?

Correct Answer: a. Deactivate the validation rule. b. Provide a value to this field in the before insert/ update trigger on the Location object if this field has been left blank.

QUESTION 28
What are details of order of execution among validation rules, auto-response rules, assignment rules, triggers, escalation rules, workflow rules etc.?

Correct Answer: 1. System validation rules are executed like data type checking of the field values. So error for text value in numeric field etc. 2. Before triggers execute. 3. Custom validation rules are executed like required field check validation rule. So in the before trigger you can assign value to any such field which was left blank while creating the record & the custom validation rule won't give error then.

QUESTION 29
For which objects quick create is available?

Correct Answer: Lead, account, contact, forecast, opportunity

QUESTION 30
What are the drawbacks of quick create?

Correct Answer: The fields which are displayed in the quick create page layout (e.g. while creating a new contact, if we use quick create to create a new account on the fly) cannot be modified/selected/chosen by us & validation rules don't fire (for the account which is created quickly using quick create) which is a limitation of Salesforce.

QUESTION 31
Why is picklist values limiting of Stage picklist (of Opportunity) not implemented directly through picklists available for editing for the record type?

Correct Answer: With Sales Process many different Sales Processes can be created with different values in the Stage picklist for each of them & they can be used interchangeably with any record type on a plug-n-play basis. Otherwise the values in the Stage picklist would have to be tediously modified each time if it were done using picklist available for editing for any record type.

QUESTION 32
Can a single permission set be assigned to users of different profiles?

Correct Answer: Yes. But only if both the users are using the same `User License', for example the `Salesforce' user license. This is because a single permission set can be associated with only one user license at the time of creating the permission set. (This field is not editable once the permission set has been created.)

QUESTION 33
Which objects are available while importing data using the import wizard?

Correct Answer: Lead, Account, Contact, Solution, custom objects

QUESTION 34
What is Campaign ROI?

Correct Answer: The Campaign ROI Analysis Report is located on the Reports tab in the Campaign Reports folder. It calculates your campaigns' performance by return on investment (ROI) and average cost. For each campaign in the report: ROI which is expressed as a percentage is calculated as the net gain (Total Value Won Opportunities - Actual Cost) divided by the Actual Cost.

QUESTION 35
Which are the OOTB reports which will give information about campaign effectiveness?

Correct Answer: Campaign ROI Analysis Report, Campaign Revenue Report, Campaigns with Influenced Opportunities

QUESTION 36
While creating record type specifying associated process is compulsory (like Sales process for Opportunity or Support process for Case or Lead process for Lead or Solution process for Solution) OR while creating process specifying associated record type is compulsory?

Correct Answer: While creating record type specifying associated process is compulsory. So process has to be created first.

QUESTION 37
What are the advantages of using Chatter Desktop over using the in-app Chatter?

Correct Answer: 1. With Chatter Desktop, no installed browser is required (like IE or Google Chrome or Firefox) for accessing Chatter as it is a desktop application. 2. Chatter Desktop can be configured to start automatically when the machine starts, so no time waste logging into the SFDC environment.

QUESTION 38
Who all have a lifecycle?

Correct Answer: Lifecycles Opportunities have Stage picklist and Sales Processes based on the values in this Stage picklist. Leads have Lead Status picklist and Lead Processes based on the values in this Lead Status picklist. Cases have Status picklist and Support Processes based on the values in this Status picklist. Solutions have Status picklist and Solution Processes based on the values in this Status picklist. Quotes, Contracts have Status picklist but no processes associated to limit.

QUESTION 39
If OWD of Opportunity is set to private, then which all opportunities can a user view?

Correct Answer: As OWD of Opportunity is set to private, so any user will be able to view only these opportunities: 1. Opportunities owned by the user. 2. Opportunities shared with the user using Opportunity Sharing Rule. 3. Opportunities owned by users below this user in the organization role hierarchy as 'Grant Access Using Hierarchies' is always checked for standard objects. It cannot be unchecked. 4. Opportunities on which this user has been added as an Opportunity Team member

QUESTION 40
The 'Sharing' button has been added to the page layout of 'Associate' custom object. On any Associate record, the Sharing button is not visible for sharing that record using an Apex Sharing Reason. What could be the reason?

Correct Answer: OWD of Associate must be public read/write. So sharing is not required for any Associate record. So the Sharing button does not show up.

QUESTION 41
'Sharing' button has been added to the page layout of the 'Account' object. OWD of account is public read/write. On any Account record, the Sharing button is still visible for sharing that record using an Apex Sharing Reason. What could be the reason?

Correct Answer: The OWD of the related opportunities, cases or contacts could be private or public read-only. So there is scope for sharing the account.

QUESTION 42
Conflict Resolution tool is available in?

Correct Answer: Connect Offline