

## Platform-App-Builder Dumps

### Salesforce Certified Platform App Builder (SP19)

<https://www.certleader.com/Platform-App-Builder-dumps.html>



**NEW QUESTION 1**

Ursa Major Solar wants to create a relationship between the standard Contact object and a custom Solar Project object. Contacts potentially be related to multiple Solar Project objects, and a Solar Project can have multiple Contacts associated with it. How should an app builder configure the data model?

- A. One Master-detail relationship on Contact and one Master-detail relationship on Solar Project
- B. Two Lookup relationships on a new custom object
- C. One Lookup relationship on Contact and one Lookup relationship on Solar Project
- D. Two Master-detail relationships on a new custom object

**Answer:** A

**NEW QUESTION 2**

After universal containers converted qualified leads. Sales reps need to be able to report on converted leads. How should an app builder support for this requirement?

- A. Enable preserve lead status in the leadconversion settings
- B. Assign the representative view and edit converted leads permission
- C. Ensure the representative has read access to the original lead records
- D. Create a custom report type with converted leads as the primary object

**Answer:** A

**NEW QUESTION 3**

Northern Trail Outfitters wants to broadcast an email to 7,000 contacts in Salesforce on a regular basis but realizes Salesforce's mass functionality has a limitation on the number of emails that can be sent each day. What action should the app builder take?

- A. Request Salesforce increase the number of maximum daily emails.
- B. Develop Apex code and build a web component to send daily emails
- C. Research and evaluate products available on AppExchange to send mass emails.
- D. Export Contacts to a CSV file and use an email client to send the emails.

**Answer:** C

**NEW QUESTION 4**

DreamHouse Realty (DR) has many properties for sale and wants to identify the highest value of all Offer records on each Property record. What solution should the app builder use to meet DreamHouse Realty's needs?

- A. Master-Detail Child Object
- B. Text Area (Long)
- C. Multi-select Picklist
- D. Lookup Object

**Answer:** A

**NEW QUESTION 5**

Universal Containers uses a private sharing model for opportunities. This model CANNOT be changed due to a regional structure. A new sales operations team has been created. This team needs to perform analysis on Opportunity data, all should have read and write access to all Opportunities. What are two recommended solutions for the app builder to give the users appropriate access? Choose 2 answers.

- A. Create a criteria-based sharing rule to all opportunities with the sales operations public group.
- B. Add a manual share for all opportunities with each user on the sales operations team.
- C. Add a permission set with 'View All' and 'Modify All' opportunity permissions enabled.
- D. Create a criteria-based sharing rule to share all opportunities with the sales operations private group.

**Answer:** B

**NEW QUESTION 6**

Ursa Major Solar's sales team has been struggling to enter data on mobile since rollout; the team dislikes scrolling through all of the fields to input only the necessary data. How could the app builder solve this with minimal impact to desktop users?

- A. Filter components by device using Form Factor.
- B. Reorder the fields to make sense for the reps when in the field.
- C. Update the training documentation with better screenshots.
- D. Deselect the phone radio button on the Lightning record page assignment.

**Answer:** B

**NEW QUESTION 7**

Universal Containers would like to collaborate with its customers within Salesforce, and has decided to enable the "Allow Customer Invitations" Chatter setting. What permission is granted to Customers when invited to ChatterGroup?

- A. The ability to invite members to groups of which they are a member

- B. The ability to @mention accounts of which they are a contact.
- C. The ability to request access to public groups
- D. The ability to interact with members of their groups

**Answer:** D

#### NEW QUESTION 8

Universal Containers is adding drone delivery to service offerings, and the developer has written and tested code prior to deployment to production, and the change set is ready to go. The deployment window will occur when the developer is on vacation. What can the app builder do to ensure a smooth deployment to production?

- A. Remove Apex classes from the change set.
- B. Validate the inbound change set.
- C. Use a metadata package set.
- D. Validate the outbound change set.

**Answer:** D

#### NEW QUESTION 9

Cloud Kicks (CK) wants to simultaneously delete a Supplier record and all SupplierItem\_\_c records if a partnership ends with a supplier. What solution could an app builder use to meet the requirement?

- A. Many-to-many
- B. Indirect lookup
- C. Hierarchical
- D. Master-detail

**Answer:** A

#### NEW QUESTION 10

The app builder at Cloud Kicks has created a custom object named Delivery\_\_c to track the details of products shipped to customers. Which two actions should the app builder take to prevent users in the shipping department from deleting delivery records? Choose 2 answers

- A. Remove the Delete permission from the Shipper profile.
- B. Change the organization-wide default of deliveries to Private.
- C. Remove the delete button from the Delivery page layout.
- D. Use a permission set to remove the Delete permission.

**Answer:** AC

#### NEW QUESTION 10

Cloud Kicks wants to make sure that users without the Marketing role are unable to update the Contact Retail Opt In picklist field to Yes. What validation rule would an app builder use to prevent other users from making this update?

- A. AND( \$UserRole.Name != 'Marketing', ISCHANGED(Retail\_Opt\_In\_\_c), ISPICKVAL(Retail\_Opt\_In\_\_c, "Yes") )
- B. AND( \$UserRole.Name != 'Marketing', Retail\_Opt\_In\_\_c = "Yes" )
- C. AND( \$UserRole.Name = 'Marketing', ISPICKVAL(Retail\_Opt\_In\_\_c, "Yes") )
- D. AND( \$UserRole.Name = 'Marketing', Retail\_Opt\_In\_\_c = "Yes" )

**Answer:** A

#### NEW QUESTION 11

To increase adoption, Universal Containers is proposing changes to its Salesforce data model to allow easier visibility for sales reps into key metrics. The proposal has three custom objects related to the Account object, one with a master-detail, and two that are not. Each of these objects has 15 fields they would like to summarize on the Account object.

What are two considerations for this proposal? Choose 2 answers

- A. Roll-up summaries allow MAX, MIN, SUM, COUNT, and AVG.
- B. An object can have 20 object references.
- C. An object can have 25 roll-up summaries.
- D. Roll-up summaries are limited to master-detail relationships.

**Answer:** AC

#### NEW QUESTION 14

Ursa Major Solar (UMS) uses a public sharing model for accounts. UMS would like to move to a more restrictive sharing model but wants the Sales team to continue to have access to all account records with the sales record type.

Which two actions should an app builder complete to implement this change? Choose 2 answers

- A. Update the Sales profile.
- B. Update the organization-wide defaults
- C. Create a criteria-based sharing rule.
- D. Create an owner-based sharing rule.

**Answer:** BC

**NEW QUESTION 17**

Universal Containers (UC) tracks Account locations in Zip Code, a custom text field with a validation rule to enforce proper formatting of the US ZIP+4 code for UC's orders.

What formula should the app builder create on Order to display only the first five digits of Zip Code from the parent Account?

- A. BEGINS(Account.Zip\_Code\_r, 5)
- B. TEXT(Account.Zip\_Code\_c, 5)
- C. LEFT(Account.Zip\_Code\_c, 5)
- D. LPAD(Account.Zip\_Code\_r, 5)

**Answer: C**

**NEW QUESTION 21**

What should an app builder consider when choosing a template for a new Lightning record page?

- A. The template is unable to be changed after the initial save.
- B. To view the record page, users need "View All Data" permissions for the object.
- C. A Page structure will automatically adapt to the device being used to view the record page.
- D. Select a new template for each type of device users use to view the record page.

**Answer: C**

**NEW QUESTION 23**

Universal Containers has a private sharing model for Accounts and Opportunities and uses Territory Management to grant access to records.

- Sales rep A manually shares an opportunity record with sales rep B.
- Sales rep B has access to the Account even though the Account is NOT in sales rep B's territory.
- Sales rep C CANNOT see either record.

Based on the information given, why can sales rep B see the Account related to the Opportunity?

- A. Sales rep B has implicit access to the Account.
- B. Sales rep B was added to the Account team.
- C. Sharing set is granting access to the Account.
- D. Account was also manually shared.

**Answer: B**

**NEW QUESTION 25**

An app builder is creating a custom object called Testimonial\_\_c and wants to connect Testimonial\_\_c records with both the submitter's Contact record and Account record. If the Account is deleted, the Testimonial\_\_c should also be deleted. If the Contact is deleted, but the Account remains, the Testimonial\_\_c should remain. How should this be accomplished?

- A. Make both the Contact and Account fields required on the Testimonial\_\_c object and create lookup relationships from Testimonial\_\_c to Contact and to Account.
- B. Create a master-detail relationship from Testimonial\_\_c to Account and a lookup relationship from Testimonial\_\_c to Contact.
- C. Make Testimonial\_\_c a junction object between Account and Contact using master-detail relationships.
- D. Create a lookup relationship from Testimonial\_\_c to Account and a master-detail relationship from Testimonial\_\_c to Contact.

**Answer: B**

**NEW QUESTION 29**

Cloud Kicks has created a custom object called Interests which is joined to Accounts by way of a junction object called Account Interest.

What is the impact to users attempting to view an Account and the associated Account Interest records if they are without read access to the Interest object?

- A. Users will be able to view the Account Interest records and will have read-only access to the Interest records.
- B. Users will be unable to view Account records that have a related Account Interest record.
- C. Users will be unable to view the Account Interest records or the Interest records.
- D. Users will be able to view the Account Interest record, but unable to view the field or any information relating back to the Interest record.

**Answer: B**

**NEW QUESTION 32**

Which three options are available when activating a Lightning page from the Lightning App Builder? Choose 3 answers

- A. Assign the page to a combination of apps and profiles.
- B. Assign the page to a combination of apps and permission sets.
- C. Make the page the org default.
- D. Make the page the default homepage for specific roles.
- E. Make the page the default homepage for specific apps.

**Answer: ACE**

**NEW QUESTION 35**

An app builder has created a new report type but users are unable to select it from the Report Type list when making a new report for records they own. What could be causing this issue?

- A. Access to the necessary object is unavailable.
- B. The report type is in a status of Deployed.

- C. Access to Create and Customize Reports is disabled.
- D. The report type is in a status of In Development.

**Answer:** D

#### NEW QUESTION 39

An app builder installed a custom Lightning component from AppExchange and has deployed My Domain. What should be done next in order to configure the component for use in a record page?

- A. Edit a record page using Lightning App Builder > Drag the component onto the page.
- B. Edit a record page using the Page Layout editor > Drag the component onto the page.
- C. Edit a record page using the Page Layout editor > Drag the Visualforce component onto the page.
- D. Edit a record page using App Manager > Drag the component onto the page.

**Answer:** A

#### NEW QUESTION 41

An app builder at Northern Trad Outfitters created a sandbox template for Accounts, Projects, and Project Milestones to reconfigure some flows for the project management app.

Which type of testing environment should the app builder create?

- A. Developer
- B. Partial Copy
- C. Developer Pro
- D. Scratch Org

**Answer:** B

#### NEW QUESTION 45

At Ursa MajorSolar there is a requirement for a new field called Planet Details on the Planet object where users can write detailed descriptions that can include pictures and links.

What field type should the app builder utilize to fulfill this requirement?

- A. Long Text Area
- B. Rich Text Area
- C. Multi-Select Picklist
- D. URL

**Answer:** A

#### NEW QUESTION 49

Universal Containers wants to match Opportunity data from Salesforce to the records in a financial database. What is required to configure an indirect lookup relationship in Salesforce between the Salesforce Opportunity records and those in a financial database?

- A. Salesforce Record ID
- B. TEXT(Id)
- C. External ID
- D. CASESAFE(Id)

**Answer:** C

#### NEW QUESTION 50

The CFO of Cloud Kicks needs to sign off on any major show retail deal that has a discount of more than 30% before the deal can be closed. What feature would be used to handle this requirement?

- A. Approval Process
- B. Email Alert
- C. FieldUpdate
- D. Workflow Rule

**Answer:** A

#### NEW QUESTION 54

An app builder is preparing to deploy a new app from the sandbox to production using change sets. What two considerations should an app builder keep in mind during this process?

Choose 2 answers

- A. Salesforce Connect automatically establishes a link between environments.
- B. Change sets do not include all components and may have to perform some changes manually.
- C. Users should be logged out of production when receiving inbound change sets.
- D. Transactions will revert if the deployment errors.

**Answer:** BD

#### NEW QUESTION 56



Cloud Kicks wants to summarize the number of open Cases related to an Account, as well as the number of closed Cases to indicate whether customer support utilization is high, medium, or low. Two number fields have been created: NUM\_Open\_Cases\_\_c and NUM\_Closed\_Cases\_\_c  
Which two automation solutions would meet these business requirements? Choose 2 answers

- A. AppExchange
- B. Process Builder
- C. Workflow
- D. Apex

**Answer:** BD

#### NEW QUESTION 61

An app builder wants to show Groups as the last navigation menu item in the mobile app. However, the app builder is unable to select Groups as one of the items on the drop-down menu.  
What could cause this?

- A. Groups is available in the recent section of the navigation menu.
- B. Groups is included in the Smart Search items but unavailable on the navigation menu.
- C. Groups is unavailable in the selected list for the navigation menu.
- D. Groups is available in the Chatter section of the navigation menu.

**Answer:** B

#### NEW QUESTION 65

An app builder notices several Accounts converted from Leads are missing information they expected to be caught via Account validation rules.  
What could be the source of this issue?

- A. The lead settings are unchecked to require validation for converted leads.
- B. Account validation rules fail to validate on records converted from a lead.
- C. The lead settings are allowing users to intentionally bypass validation rules.
- D. Lead validation rules fail to validate on records when they are being converted.

**Answer:** B

#### NEW QUESTION 69

Ursa Major Solar's service department gets requests for several types of services, such as installation, repair, and maintenance. Service managers need to be able to tell when maintenance was last done on an asset to help determine if they are meeting contract agreements, but the last maintenance date can be difficult to determine when there are many work orders related to the asset. They think it would be helpful to have a field auto-populated on the Asset record when a maintenance work order gets closed.  
What tool should an app builder recommend to help meet this requirement?

- A. Visualforce
- B. Roll-up Summary
- C. Apex Trigger
- D. Flow

**Answer:** D

#### NEW QUESTION 71

DreamHouse Realty (DHR) recently acquired Cloud Kicks (CK), a company that is still on Salesforce Classic. DHR is keeping the CK Salesforce org; however, it will migrate this org to Lightning Experience.  
Where should the app builder find prebuilt resources to help with this project and overall adoption?

- A. Import Wizard
- B. Lightning Object Creator
- C. AppExchange
- D. Flow Builder

**Answer:** C

#### NEW QUESTION 74

An app builder is creating a Lightning record page and has added Mobile & Lightning Actions to the page layout.  
What two components could be included on the layout to display the actions? Choose 2 answers

- A. Highlights panel
- B. Chatter
- C. Activities
- D. Path

**Answer:** AC

#### NEW QUESTION 75

Cloud Kicks's management team frequently travels and wants to approve requests from their team on the go via Chatter.  
Where would an app builder enable this ability?

- A. Chatter Feed Tracking
- B. Object Settings

- C. Chatter Settings
- D. Approval Process Settings

**Answer:** C

#### NEW QUESTION 77

Cloud Kicks has five years of sales data and would like to track when customers made their first purchase. How should an app builder use a roll-up summary to meet the requirements?

- A. Create a new roll-up summary field called First Order Date, using Type MIN on the Opportunity Close Date with a filter where IsWon = TRUE.
- B. Create a new date field called First Order Date, create a new Workflow to set the date, and roll up the value with a filter where IsWon = TRUE.
- C. Create a new roll-up summary field called First OrderDate, using Type SUM on Opportunity Close Date.
- D. Create a new date field called First Order Date, then create a roll-up summary to update the field using Type MIN.

**Answer:** A

#### NEW QUESTION 80

Cloud Kicks is redefining its entire business process to convert the Manager Notes field from a long text area field. The goal is to encourage managers to be more concise in their comments and stay at 255 characters or less. There is preexisting information in the Manager Notes field that often is well beyond the character limit.

What would happen to any existing information if the app builder tries to convert a preexisting long text area field to text area?

- A. Preexisting information will truncate to the first 255 characters.
- B. Preexisting information will remain even if it was over 255 characters.
- C. Preexisting information will cause a -e-r0- -essace to pop up.
- D. Preexisting information in the field will be completely lost.

**Answer:** A

#### NEW QUESTION 84

Cloud Kicks (CK) switched to Lightning Experience and started using Chatter across its global workforce to support its fast-paced sales cycle. CK loves Chatter but struggle with gathering feedback from core team members, including understanding who is available to respond.

Which two ways could CK use Chatter to solve this problem? Choose 2 answers

- A. Streams
- B. Polls
- C. Out of Office
- D. Topics

**Answer:** BC

#### NEW QUESTION 85

Which two solutions prevent a formula field from being referenced by a Roll-Up Summary Field?

- A. A cross-object workflow updating a field referenced by the formula field
- B. A cross-object field reference in the formula field
- C. The CASE() function in the formula field
- D. The NOW() function in the formula field

**Answer:** AB

#### NEW QUESTION 90

An appbuilder wants to update a field on the parent record when a child record connected via lookup is deleted.

What automation should the app builder use?

- A. Screen flow
- B. Process Builder
- C. Apex code
- D. Workflow rule

**Answer:** C

#### NEW QUESTION 94

Universal Containers (UC) has large data volumes and is nearing data storage limits. The planned solution is to archive historical data to reduce data storage in Salesforce; however, UC would still like to use reports, queries, and lookups on the archived information.

Which two options could meet this requirement? Choose 2 answers

- A. Big objects
- B. Custom objects
- C. Related objects
- D. External objects

**Answer:** AD

#### NEW QUESTION 96

Cloud Kicks wants to display the number of opportunities that are Closed Won with a Close Date within the last year on the Account detail page. Which tool should an app builder use to implement this?

- A. Process Builder
- B. Activity Timeline
- C. Roll-Up Summary Field
- D. Workflow Rule

**Answer:** A

#### NEW QUESTION 97

DreamHouse Realty wants to import its property records from an external system into Salesforce. The app builder will use an external ID field to house the property ID from the externalsystem.

Which two details should the app builder know when using external ID fields? Choose 2 answers

- A. An external ID field can be a number field.
- B. An external ID field can be a URL field.
- C. An external ID field can be a phone field.
- D. An external IDfield can be a text field.

**Answer:** AD

#### NEW QUESTION 102

Universal Containers's app builder has been tasked with replacingworkflow rules and Apex triggers with Process Builders where possible.

What are two important considerations an app builder should know before the project is started? Choose 2 answers

- A. Avoid generating infinite loops.
- B. Apex has a different SOQL querylimit than Flow.
- C. Create a process for each workflow rule.
- D. Combine actions when possible.

**Answer:** AD

#### NEW QUESTION 106

A Cloud Kicks employee submitted an opportunity for approval by their manager.

What would happen if the employee attemptsto edit the description field after submission?

- A. User will be presented with a 'Record Lock' notification.
- B. User will be able to edit the description field only.
- C. User will see the record is now owned by their manager.
- D. User will be able to edit the name, but unable to edit the description.

**Answer:** A

#### NEW QUESTION 108

An appbuilder has modified a Lightning record page for a case and has added an email button item to the page layout; however, users are unable to see the new item on the layout.

What are two potential reasons why users are unable to view the item on the CaseLightning record page? Choose 2 answers

- A. The page layout includes the case feed component.
- B. The email button contains JavaScript.
- C. The case page layout also contains custom buttons.
- D. The page layout excludes the case feed component.

**Answer:** BD

#### NEW QUESTION 112

Universal Containers has deployed custom tabs to Production via changes sets, without including the profile settings or permission sets.

What is the settings for the visibility of custom tabs?

- A. Custom tabs are default off forall users.
- B. Custom tabs are default on for all uses.
- C. Custom tabs are hidden for all users.
- D. Custom tabs are NOT deployed.

**Answer:** A

#### NEW QUESTION 113

Universal Containers created a custom object called Component to capture details about products sold. What approach should an app builder take to show Component as a related list on Product?

- A. Create a master-detail relationship on Product to Componen
- B. Add the Component related list to the Product page layout.
- C. Create a junction object to relate Component and Produc
- D. Add the Component related list to the Product page layout.
- E. Create a roll-up on Produc
- F. Add the Component related list to the Product page layout.



- G. Create a lookup relationship on Component to Product
- H. Add the Component related list to the Product page layout.

**Answer:** D

#### NEW QUESTION 115

Cloud Kicks wants to efficiently increase the company's adoption of Salesforce while simultaneously moving away from their reliance on spreadsheets. An app builder is given a spreadsheet everyone is sharing that needs to be added to Salesforce. The object with fields needs to be created and the data inserted simultaneously.

Which tool should be used?

- A. Import Wizard
- B. Lightning Object Creator
- C. Data Loader
- D. Schema Builder

**Answer:** B

#### NEW QUESTION 116

An app builder received a request to extend record access beyond the organization-wide defaults configured. Which two features satisfy this requirement? Choose 2 answers

- A. Sharing Rules
- B. Public Groups
- C. Permission Set Groups
- D. Manual Sharing Rules

**Answer:** AB

#### NEW QUESTION 121

An app builder has downloaded a component from the AppExchange successfully; however, they are unable to add it to the Lightning home page. Which two reasons can be preventing the app builder from being able to add the custom component? Choose 2 answers

- A. My Domain must be deployed to add custom components to the page with the App Builder.
- B. A custom tab must be created to add custom components to the page with the App Builder.
- C. The component requires a developer permission to add it to the page with the App Builder.
- D. The component is tagged for record pages instead of home pages and is not showing up in the App Builder.

**Answer:** AD

#### NEW QUESTION 126

Ursa Major Solar wants to provide sales console users with an incredible experience, with the most-used components easily accessible at all times.

What solution can enable reps to see and access these components from anywhere within the app without leaving the page where the team is working?

- A. Favorites
- B. Home page
- C. Global actions
- D. Utility bar

**Answer:** D

#### NEW QUESTION 131

A user is unable to use inline editing on a list view. A quick check verifies the user should be able to perform inline editing as they have been assigned the appropriate permissions.

Which two conditions should the app builder review? Choose 2 answers

- A. If the list view restricts sharing for the user
- B. If the list view selected is the recently viewed list view
- C. If the list view contains a chart created by the user
- D. If the list view contains more than one record type

**Answer:** AD

#### NEW QUESTION 132

Universal Containers is migrating its sales operations from a legacy system that was used. Opportunities need to be imported with the proper country currency.

Which two steps should an app builder configure to meet these requirements? Choose 2 answers.

- A. Include the currency ISO code in all currency fields in the import file.
- B. Use Data Loader to import the records.
- C. Include the currency ISO Code Column in the import file.
- D. Use import the currency ISO Code Column in the import file.
- E. Use Import Wizard to import the records.

**Answer:** AB

**NEW QUESTION 133**

Universal Containers implemented an application process that uses custom objects Internships and Applications. The organization-wide default for Internships has been set to private and is the master in the master-detail relationship with Applications. The VP of HR wants to allow edit access to Applications to recruiters. How should an app builder configure the proper access?

- A. Set the organization-wide default on the Applications object to Read/Write.
- B. Add a sharing rule that grants the users Read/Write access to the Internship records.
- C. Create a queue for the web applications and assign access to the users who will be editing the records.
- D. Create a sharing rule that grants the users Read/Write access to the Application records.

**Answer:** B

**NEW QUESTION 135**

Which three Salesforce functionalities are ignored when processing field updates in workflow rules and approval processes?

- A. Multiple currencies
- B. Field-Level Security
- C. Validation Rules
- D. Record type picklist value assignments
- E. Decimal places and character limits

**Answer:** ADE

**NEW QUESTION 140**

Ursa Major Solar wants to see the Type field from the parent object Galaxy listed on the child record Star. The app builder is receiving an error stating "Picklist values are only supported in certain functions".

What formula should an app builder use to achieve the desired result?

- A. ISPICKVAL(Galaxy\_\_r.Type\_\_c)
- B. VALUE(Galaxy\_\_r.Type\_\_c)
- C. TEXT(Galaxy\_\_r.Type\_\_c)
- D. FIND(Galaxy\_\_r.Type\_\_c)

**Answer:** C

**NEW QUESTION 145**

UC has a requirement that an opportunity should have a field showing the value of its associated account's billing state. This value should not change after the opportunity has been created. Is there a recommended solution to configure this automated behavior?

- A. Formula field
- B. Apex
- C. Workflow
- D. Roll-up summary field

**Answer:** C

**NEW QUESTION 146**

Universal Containers wants to display the real time stock price for each account on the account record page. How should an app builder implement this request?

- A. Add a dynamic report to the page layout
- B. Create a lightning webcomponent
- C. Install a solution from the AppExchange
- D. Build a visual flow that uses API calls

**Answer:** C

**NEW QUESTION 151**

An app builder installs an unmanaged package in a full copy sandbox that is an exact match for production, and now they are ready to install it in production.

When the app builder attempts to install the package in production, it fails.

Why did the package fail to install?

- A. Incorrect license types
- B. Package features not compatible
- C. Object limits exceeded
- D. Apex unit test failures

**Answer:** D

**NEW QUESTION 156**

Universal Containers wants to track installation information once its container has been purchased on a custom object. Sales reps should have visibility of all the installations with their opportunities.

visibility of all the installations associated with their opportunities.

What kind of relationship should this new object have to the Opportunity?

- A. Lookup
- B. Hierarchical
- C. Master-Detail

D. Many to Many

**Answer:** D

#### NEW QUESTION 157

An app builder wants to create a custom Sync button on Account that will call a Lightning Web Component that connects with an external system. This action should only be available if the custom Status field is set to Ready to Sync.

What should an app builder use to add this functionality to an Account record page?

- A. Formula field
- B. Dynamic action
- C. AppExchange product
- D. Custom link

**Answer:** B

#### NEW QUESTION 158

Containers have the Account object's Organization-Wide Default set to Private. The marketing team owns Accounts; however, they also need to be able to see the sales team's Accounts. Both the sales and marketing teams are in completely different branches of the role hierarchy.

What feature should be used to enable marketing to see sales-owned accounts.

- A. Public Group
- B. Flow
- C. Workflow
- D. Sharing Rules

**Answer:** D

#### NEW QUESTION 159

Universal Containers wants sales reps to get permission from their managers before deleting Opportunities. What can be used to meet these requirements?

- A. Process Builder with Submit for Approval action.
- B. Approval Process with a triggered Flow process.
- C. Approval Process with Time-Dependent Workflow action.
- D. Two-step Approval Process.

**Answer:** D

#### NEW QUESTION 162

An app builder created multiple custom fields, page layouts, and reports in the sandbox and added them to a change set. The change set was deployed to production, but the reports were NOT deployed.

What should the app builder do?

- A. Move the reports to the Untried Public Reports folder and add them to a new change set.
- B. Move the reports from the Unfiled Public Reports folder and add them to a new change set.
- C. Recreate the reports in production.
- D. Reports are not supported in change sets.
- E. Add the reports to an unmanaged package and install the unmanaged package into production.

**Answer:** A

#### NEW QUESTION 166

Universal Containers is piloting new features in an existing sandbox and wants to prevent outbound email sends during testing.

What should the app builder do to meet the requirement?

- A. Email deliverability set to system email only.
- B. Email configured for SMTP authentication.
- C. Email relay to the configured host enabled.
- D. Email deliverability set to no access.

**Answer:** D

#### NEW QUESTION 169

Sales reps at Cloud Kicks (CK) forget to submit for approval when CK needs orders reviewed before close won. CK wants to automatically submit opportunities into the Secure Commitment Stage to eliminate manual submission.

Which three features would meet the business requirements? Choose 3 answers.

- A. Workflow
- B. Process Builder
- C. Apex
- D. Chatter action
- E. Flow

**Answer:** BCE

#### NEW QUESTION 172

Cloud Kicks (CK) wants to set up a custom child object to track gift cards issued to a customer. A key requirement is to track the total number of gift cards opened and gift cards issued on an Account. CK wants to permanently ensure the gift cards are unable to be moved across any other Account once it is created. On the gift card object, what type of field should be created to support this requirement?

- A. Master-detail relationship
- B. Roll-up summary
- C. Formula
- D. Lookup relationship

**Answer:** A

#### NEW QUESTION 173

What option is available to an App Builder when defining an object-specific Create Record custom action? Choose 2 answers

- A. Pre-Defining field values on the target object.
- B. Redirecting the end user to the detail page of the target object
- C. Specifying the fields and layout of the action.
- D. Allowing the end user to choose the record type

**Answer:** AD

#### NEW QUESTION 174

An app builder at Cloud Kicks created a custom object and related fields in the schema builder. What next steps should the app build take to ensure users can access the new object and fields?

- A. Create a permission set for access to the object and fields.
- B. Allow reporting for the object and fields.
- C. Assign data types to the fields on the object.
- D. Add the fields to the page layout on the object.

**Answer:** D

#### NEW QUESTION 178

DreamHouse Realty wants to make sure an Opportunity has a field `Expected_Close_Date_c` populated before it is allowed to enter the qualified stage. How should an app builder solution this request?

- A. Record Type
- B. Validation Rule
- C. Activity History
- D. Page Layout

**Answer:** B

#### NEW QUESTION 179

Cloud Kicks asked the app builder to insert a list of 25,000 records using deduplication for the `Race_Track__c` custom object. Which tool should be used?

- A. Import Wizard
- B. Lightning Object Creator
- C. Data Loader
- D. Schema Builder

**Answer:** A

#### NEW QUESTION 180

Manage at Universal Containers want a quick to create additional accounts to form a hierarchy from a parent account record. They want to auto-populate five fields based on the parent to make it easier for users to create the child accounts quickly.

- A. Custom Global Quick Action
- B. Custom Global Quick Account.
- C. Custom action on Account
- D. Custom link on Account

**Answer:** B

#### NEW QUESTION 182

DreamHouse Realty requires that field value changes for certain fields such as `Asking_Price__c` and `Real_Estate_Agent__c` on their `House__c` custom object show up prominently on Chatter. What Chatter feature should the app builder utilize?

- A. Thanks
- B. Publisher Actions
- C. Topics
- D. Feed Tracking

**Answer:** D

**NEW QUESTION 183**

Cloud Kicks received a new requirement to calculate summaries from child objects of a standard object. The team would prefer to solve this declaratively. What are two considerations an app builder should evaluate? Choose 2 answers

- A. An app builder is unable to change a lookup to a master-detail relationship.
- B. An object can have up to two master-detail relationships.
- C. A trigger on save or update can kick off calculations.
- D. A value is required in all records of the lookup field prior to converting to a master-detail relationship.

**Answer:** AB

**NEW QUESTION 184**

The finance manager at Universal Containers wants to receive a new business notification email each time a new client is won. The sales manager wants to receive a task letting them know to onboard the new client unless it is a top-tier client. Which automation tool should an app builder use to best address all these requests?

- A. Record-triggered flow
- B. Screen flow
- C. Apex
- D. Approval process

**Answer:** A

**NEW QUESTION 188**

Managers at Universal Containers want a quick way to create additional accounts to form a hierarchy from a Parent Account record. They want to auto-populate five fields based on the parent to make it easier for users to create the child accounts quickly. What should the app builder recommend?

- A. Add Path on Account hierarchy
- B. Add a custom link on Account
- C. Customize a Global Quick Action
- D. Create a custom action

**Answer:** D

**NEW QUESTION 190**

Sales reps at Universal Containers create multiple quotes per opportunity. What automation tool should an app builder recommend to delete rejected quotes?

- A. Approval process
- B. Validation rule
- C. Workflow rule
- D. Flow

**Answer:** D

**NEW QUESTION 191**

DreamHouse Realty (DR) has a policy that requires the phone number on Contact to be deleted when the DoNotCall checkbox is checked. What automation tool should the app builder recommend?

- A. Quick action
- B. Approval process
- C. Validation rule
- D. Workflow rule

**Answer:** C

**NEW QUESTION 192**

An app builder wants to create a new field using Schema Builder. Who will get access to the new field by default?

- A. Standard profiles
- B. No profiles
- C. Internal profiles
- D. All profiles

**Answer:** C

**NEW QUESTION 194**

An app builder needs to create new automation on an object. What best practice should the app builder follow when building out automation?

- A. One Workflow rule per object.
- B. One Flow per object.
- C. One invocable process per object.
- D. One record change process per object.

**Answer:**



C

**NEW QUESTION 198**

Universal Containers wants some enhancements on its Opportunity page layout to improve efficiency and collaboration. Which two solutions should an app builder suggest to help meet these requirements? Choose 2 answers

- A. Mark stage dependent fields as required on the Opportunity page layout.
- B. Use two Tabs components to separate record information from activities.
- C. Add a Path component with fields and instructions aligning to stages on the Opportunity.
- D. Set up an approval process requiring manager consent at each stage of the Opportunity.

**Answer:** AC

**NEW QUESTION 202**

Ursa Major Solar (UMS) is looking to hire some new employees. UMS wants to allow the same applicant to apply for multiple open positions using a single application.

What should an app builder recommend to meet these requirements?

- A. Create a master-detail relationship on Open\_Position\_\_c to Application\_\_c
- B. Create a master-detail relationship held on Applicant\_\_c to Application\_\_c
- C. Create a master-detail relationship field on Application\_\_c to Open.Position\_\_c
- D. Create a master-detail relationship field on Applicant\_\_c to Apphcabon\_\_c

**Answer:** A

**NEW QUESTION 207**

Universal Containers wants to ensure that they are accepting clean data from their users and verify that important fields are entered. What should an app builder recommend to meet this requirement?

- A. Update the important fields to be required on the page layout
- B. Make a formula field to check the format of the important fields
- C. Create a workflow rule to check the fields are formatted correctly
- D. Configure a validation to require a field for a specific record type

**Answer:** D

**NEW QUESTION 211**

A sales rep at AW Computing is unable to find what they are looking for while scrolling through their Chatter feed. How can a filter be utilized to show only posts from their key account and opportunity records?

- A. Create a Chatter group.
- B. Create Chatter bookmarks
- C. Create a Chatter stream.
- D. Create a Chatter notification.

**Answer:** C

**NEW QUESTION 215**

Universal Containers has two types of applicants, hourly and salary. There are separate record types for each. While all members of the human resource department need to be able to view all applicant records, only the hiring Manager and VP of HR should be able to create salary applicant records.

What should the app builder recommend to meet this requirement?

- A. Update the org-wide default to private and create a sharing rule for the role of recruiting manager.
- B. Create a permission set containing the salary record type and assign it to the appropriate users.
- C. Remove "create" permission for the salary applicant object for everyone except the manager and VP.
- D. Configure the hourly record type as the default and instruct non-management users to accept the default record type.

**Answer:** B

**NEW QUESTION 217**

An app builder needs a custom solution and is considering using community. Ease of updates is the primary consideration. What should the app builder consider?

- A. A managed package from AppExchange
- B. An unmanaged package from AppExchange
- C. An open-source unmanaged package
- D. An open-source custom development

**Answer:** A

**NEW QUESTION 219**

The app builder at UrsaMajor Solar has just created a master-detail relationship between a parent object Galaxy\_\_c and child object Star\_\_c. What would be the effect of creating this type of relationship if users want to report on Galaxy\_\_c with Star\_\_c?

- A. A Star\_\_c report type with Galaxy\_\_c as a field will be automatically created.
- B. A new custom report type will need to be created for Star\_\_c with lookup fields from Galaxy\_\_c.

- C. A Galaxy\_\_c with Star\_\_c report type will be automatically created.
- D. A new custom report typewill need to be created for Galaxy\_\_c with Star\_\_c.

**Answer:** D

#### NEW QUESTION 222

Universal Containers created a 'New Task' custom action on the Opportunityobject. The action was added to all page layouts in the Mobile & Lightning Actions section.

Which Lightning component should the app builder add to the layout to display the action?

- A. Related record
- B. Related lists
- C. Highlights panel
- D. Activities

**Answer:** D

#### NEW QUESTION 223

UniversalContainers uses a custom object called Projects. When managers assign projects they set a custom field on the Uroject called Estimated Hours. Once set, users should be able to decrease but not increase the value

How can an app builder meet this requirement?

- A. Create a formula default value for the custom field.
- B. Create a formula held that uses the PREVGROUPVAL function
- C. Create a validation rule that uses the ISCHANGED function
- D. Create a validation rule that uses the PRIOR VALUE function.

**Answer:** D

#### NEW QUESTION 228

At Ursa Major Solar, there is a single Lightning record page for the Celestial Bodies custom object; however, there is a Lightning component the app builder wants to restrict to mobile app users.

Which feature on the Lightning app builder should be utilized?

- A. Chatter feed
- B. Highlights panel
- C. Component visibility filter
- D. Related list quick links

**Answer:** C

#### NEW QUESTION 233

Universal Containers assigns system access via permission sets and permission set groups to ensure each user has proper access. One department with varying levels of support staff has five consistent permission sets they require in order to complete their duties. Some higher-level staff have additional permission sets that are only required for them.

How should an app builder recommend assigning permission sets to users?

- A. Utilize the manage assignments button to assign a permission set group and additional individual permission sets to each user.
- B. Utilize the manage assignments button to assign each user with the same set of permission set groups and permission sets.
- C. Utilize the Data Import Wizard to mass update the desired users with their full list of permission sets and permission set groups.
- D. Utilize the Data Loader to mass update the desired users with their full list of permission sets and permission set groups.

**Answer:** A

#### NEW QUESTION 236

AnApp Builder at UVC would like to prevent users from creating new records on an Account related list by overriding standard buttons. Which two should the App Builder consider before overriding standard buttons?

- A. Standard buttons can be changed on lookup dialogs, list views, and search result layouts
- B. Standard buttons can be overridden with a Visualforce page
- C. Standard buttons that are not available for overrides can still be hidden on page layouts
- D. Standard buttons can be overridden, relocated onthe detail page, and relabeled

**Answer:** BC

#### NEW QUESTION 241

Sales manager at universal containers would like to standardize what information sales rep are gathering. Sales rep want recommendations, sales strategies and to know what key fields need to be completed at each step of the sales process on the opportunity record. What feature should an app builder use to provide this functionally?

- A. Workflow
- B. Path
- C. Chatter feed
- D. GlobalAction

**Answer:** B

**NEW QUESTION 246**

The case handling process at Universal Containers includes multiple steps including approvals, notifications, and fields updates. To manage and evaluate all of these changes in a single save operation, an app builder wants to use Process Builder and the Advanced option to let the process evaluate a record multiple times has been selected.

Which two options should the app builder avoid to prevent recursion? Choose 2 answers

- A. IF statements
- B. Setting a criteria node to No criteria-just execute the procedure
- C. Invocable processes
- D. The ISCHANGED function

**Answer:** BC

**NEW QUESTION 249**

An app builder is tasked with adding key performance indicators on client pages. They want to see a summary of the number of open Opportunities and the number of won Opportunities for each Account.

Where should the app builder go to build these new rollups?

- A. Lightning App Builder
- B. Account Object
- C. Lightning Object Creator
- D. Opportunity Object

**Answer:** B

**NEW QUESTION 250**

Universal Containers uses Contracts for agreements with customers. A sales manager is required to provide approval for contracts and director approval for any contract over \$10,000.

Which two options should an app builder use to ensure all contracts route for the correct approval and also prevent the sales rep from making changes to the record while it is being approved?

Choose 2 answers

- A. Create an approval process on the Contract object with criteria set on a second approval step set as 'Amount\_\_c > 10,000' and set the approver as director.
- B. Create an approval process on the Contract object and set the field for 'Next Automated Approver Determined By' as Manager'.
- C. Create a validation rule on the Contract object that prevents updates to the contract record while it is being reviewed.
- D. Create an approval process on the Contract object with one step for each sales manager that sets the approver as the director.

**Answer:** BD

**NEW QUESTION 254**

Northern Trail Outfitters has two custom objects that are part of a master-detail relationship. What determines the ownership and sharing access of the detail record?

- A. The default owner is set in the parent object's settings.
- B. The Owner field on the Detail record.
- C. The Owner field on the Master record.
- D. The owner is set independently on the detail object's settings.

**Answer:** C

**NEW QUESTION 259**

Universal Containers is setting up Salesforce for the first time. Management wants the sales and marketing teams to have different navigation names in the Salesforce1 mobile app. Which option is available to an app builder to satisfy the requirement?

- A. Create sales and marketing profiles to ensure read access to different objects
- B. Create roles for sales and marketing and assign a custom homepage layout for each role.
- C. Create mobile navigation menus for both the sales and marketing profiles.
- D. Create public groups for sales and marketing and create mobile navigation menus for each group.

**Answer:** C

**NEW QUESTION 261**

When an opportunity is closed date is pushed more than 30 days, manager approval is required. An approval process is in place but reps frequently forget to submit for approval to run the process.

How can an app builder ensure that these opportunities are submitted into the approval process?

- A. Change the entry criteria on the approval process to criteria are met and lock the record on initial submission.
- B. Use a validation rule and an email alert to the manager requesting approval.
- C. Submit the record for approval from an automated process.
- D. Give the manager the "API Enabled" permission to permit approval responses by email.

**Answer:** C

**NEW QUESTION 266**

DreamHouse Realty is building a custom Lightning app to track its expanding solar water collection business. The Lightning app currently contains a custom Lightning record page with standard components.

From which two resources should an app builder get custom components to bring into the new Lightning app? Choose 2 answers

- A. AppExchange
- B. Apex Code
- C. Import Wizard
- D. Visualforce

**Answer:** CD

#### NEW QUESTION 271

Cloud Kicks works on an annual subscription model. When a sales rep marks an opportunity as closed won, a new opportunity should automatically be created for the renewal. The contracts team works outside of Salesforce but also needs to be notified about closed deals in order to initiate the contract process with the customer.

Which automation solution would meet these requirements?

- A. Approval Process
- B. Validation Rule
- C. Process Builder
- D. Workflow Rule

**Answer:** C

#### NEW QUESTION 276

Cloud Kicks recently implemented the application lifecycle management process to its release management strategy.

Which category handles bug fixes and simple changes?

- A. Patch
- B. Minor
- C. Major
- D. Rollback

**Answer:** A

#### NEW QUESTION 279

Universal Containers has a customer base where many customers have the same or similar company names. Which functionality should be configured to improve an end user's search experience?

Choose 2 answers

- A. Update the account search layouts view filter settings.
- B. Update the account search layouts search results columns displayed.
- C. Update the account search filter fields.
- D. Update the account search layouts accounts tab columns displayed.

**Answer:** BC

#### NEW QUESTION 284

A new field has been added to the Applicant object that is part of an unmanaged package. A recruiter ran the Position with or without Applicants report and noticed that the new field was missing as an option to add as a column.

How should an app builder troubleshoot this issue?

- A. Adjust the field level security to include in the report type.
- B. Check Allow Reports for the position and applicant objects.
- C. Add the field to the custom report type field layout.
- D. Update the profile with the Manage Public Reports permission.

**Answer:** C

#### NEW QUESTION 288

The Service Manager provided the app builder with color code requirements for case age on open cases. New cases populate a green circle

Day-old cases populate a yellow circle Three day-old cases populate a red circle

How should an app builder implement this requirement?

- A. Formula Field
- B. Quick Action
- C. Custom Button
- D. Lightning Web Component

**Answer:** A

#### NEW QUESTION 293

An app builder wants to use Process Builder to automate some of the work being done by the sales team. What are three capabilities of Process Builder that can improve productivity?

Choose 3 answers

- A. Send an email alert.
- B. Update a related record.
- C. Send an outbound message.
- D. Delete a related record.
- E. Create a child record.

**Answer:** ABE

**NEW QUESTION 294**

The Director of Marketing at Northern Trail Outfitters wants the app builder to create a formula field that tracks how many days have elapsed since a contact was sent a marketing communication. The director is only interested in whole units. Which function should be used to return a date for calculating the difference?

- A. DATETIMEVALUE()
- B. TODAY()
- C. DATEVALUE()
- D. NOW()

**Answer:** B

**NEW QUESTION 296**

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