

Salesforce

Exam Questions Platform-App-Builder

Salesforce Certified Platform App Builder (SP19)



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

At Universal Containers, the Account object has a Master-Detail relationship with an Invoice custom object. The App Builder would like to change to a lookup field, but is not able to do so. What could be causing this?

- A. The invoice must have at least one Master-Detail field for reporting.
- B. The Account record includes Invoice roll-up summary fields.
- C. The Invoice records have existing values in the Account.
- D. The Account is included in the workflow on the Invoice object.

Answer: B

NEW QUESTION 3

Northern Trail Outfitters wants to broadcast an email to 7,000 contacts in Salesforce on a regular basis but realizes Salesforce is 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

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 5

An app builder needs to deploy a new account detail page layout from sandbox to production. Which three components should an app builder include in the Change Set to ensure it deploys successfully and visually as expected? Choose 3 answers

- A. Detail page layout
- B. Custom fields
- C. Custom actions
- D. Lightning App Builder
- E. System administrator profile

Answer: ABC

NEW QUESTION 6

Universal Containers utilizes opportunities and a custom object called Detailed.Sales__c. The company would like to roll sales metrics up to an opportunity for only Detailed.Sales__c records that have their picklist status set to Active. What is the recommended method for the app builder to achieve this request?

- A. Utilize the AppExchange to download a third-party application that can roll up the sales dollars with the appropriate filter.
- B. Create a master-detail relationship between the parent and child object with a roll-up summary field that filters on the status field.
- C. Create a lookup relationship between the parent and child object with a roll-up summary field that filters on the status field.
- D. Utilize Apex code to roll up the desired amounts.

Answer: B

NEW QUESTION 7

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 About change set.
- B. Validate the inbound change set.
- C. Use a metadata package set.
- D. Validate the outbound change set.

Answer: D

NEW QUESTION 8

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 9

An app builder at Universal Containers has been asked to add the Chatter feed to a custom object record page. Which approach should the app builder use?

- A. Add the standard Chatter feed component.
- B. Add the standard related list component
- C. Add a custom Chatter feed component
- D. Add the Chatter feed component from the AppExchange.

Answer: A

NEW QUESTION 10

Which two places can an app builder go to see a list of available Custom Lightning components in their org? Choose 2 answers

- A. Visualforce components in Setup
- B. Lightning component Generator
- C. Lightning App Builder
- D. Lightning components in Setup

Answer: CD

NEW QUESTION 10

At Universal Containers, each admin and developer use a separate developer pro sandbox. Configuration and code are then migrated to a partial data sandbox for combination and initial testing. Once approved the configuration and code are then migrated to a full sandbox for final load and regression testing before going to production.

When should the full sandbox be refreshed?

- A. After user acceptance testing is complete.
- B. After each push from the partial data sandbox.
- C. After each major release to production.
- D. After a new user is added to production.

Answer: B

NEW QUESTION 15

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 18

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 20

Universal Containers uses a private sharing model on Accounts. User A and user B both own Accounts of their own and have both been sent a new account record in an email owned by user C to take a look at. User A is able to open and view the record but user B receives an insufficient privileges error. User A and user B have the same role in the role hierarchy as user.

What are the three reasons user A has access but user B is unable to access the record? Choose 3 answers

- A. User A is on the same account team as user C.
- B. User A and user B have different profiles.
- C. User C has manually shared the record with user A.
- D. User A was granted an additional permission set.
- E. User A is in a public group that has access via a sharing rule.

Answer: ACE

NEW QUESTION 24

At Universal Containers, the VP of Service has requested a visual indicator flag on each case, based on the case priority. High-priority cases should be flagged red, medium-priority should be flagged yellow, and low-priority cases should be flagged green. Which formula would accomplish this requirement? Choose 2 answers

- A. CASE(Priority, "Low", "img/samples/flag_green.gif", "Medium", "img/samples/flag_yellow.gif", "High", "img/samples/flag_red.gif", "/s.gif")
- B. IMAGE(IF(ISPICKVAL(Priority, "Low"), "img/samples/flag_green.gif", IF(ISPICKVAL(Priority, "Medium"), "img/samples/flag_yellow.gif", IF(ISPICKVAL(Priority, "High"), "img/samples/flag_red.gif"))), "Priority Flag")
- C. IF(ISPICKVAL(Priority, "Low"), "img/samples/flag_green.gif", IF(ISPICKVAL(Priority, "Medium"), "img/samples/flag_yellow.gif", IF(ISPICKVAL(Priority, "High"), "img/samples/flag_red.gif", "/s.gif")))
- D. IMAGE(CASE(Priority, "Low", "img/samples/flag_green.gif", "Medium", "img/samples/flag_yellow.gif", "High", "img/samples/flag_red.gif", "Priority Flag"))

Answer: BD

NEW QUESTION 26

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 27

Cloud Kicks wants to display 10 key fields at once in a separate section at the top of opportunity records on the desktop. Which component should an app builder add to the record page to enable this functionality?

- A. Path
- B. Highlights Panel
- C. Custom Lightning Web Component
- D. Accordion

Answer: B

NEW QUESTION 32

The VP of Sales at Universal Containers has asked the app builder to let sales reps create opportunity records directly from the account, with a number of fields pre-populated.

Which feature should the app builder use to allow users to create the opportunity?

- A. A quick action
- B. A default action
- C. A custom button
- D. A custom link

Answer: A

NEW QUESTION 34

Cloud Kicks wants to set up a new opportunity approval process and execute various action items based on the initial submission.

Which three action types should an app builder use in the approval process? Choose 3 answers

- A. Email Alert
- B. Outbound Message
- C. Task
- D. Invocable Flow
- E. Invocable Process Builder

Answer: ABC

NEW QUESTION 35

Cloud Kicks (CK) is finding sales reps are inconsistent in data entry when deals are won. CK requires that custom shoes are shipped within two weeks after the close date. A custom field called Scheduled Ship Date on the opportunity records the ship date. How should the app builder ensure this field is properly filled out before setting the opportunity to closed won?

- A. `OR(ISPICKVAL(StageName , "Closed Won") && (Scheduled_Ship_Date_c - CloseDate) > 14, ISBLANK(Scheduled_Ship_Date_c))`
- B. `OR(ISPICKVAL(StageName = "Closed Won") && (Scheduled_Ship_Date_c - CloseDate) > 14, ISBLANK(Scheduled_Ship_Date_c))`
- C. `ISPICKVAL(StageName , "Closed Won") && (Scheduled_Ship_Date_c - CloseDate) > 14`
- D. `ISPICKVAL(StageName = "Closed Won") && (CloseDate - Scheduled_Ship_Date_c) > 14`

Answer: A

NEW QUESTION 38

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 42

An app builder wants to create a report to compare the number of support cases in each status (New, In-progress, or Closed) and by priority (Critical, High, Medium, or Low). What solution should be used for the report?

- A. Grouping
- B. Bucket Columns
- C. Custom Report Type
- D. Filters

Answer: B

NEW QUESTION 47

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 48

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 50

On the Account Lightning record page, users need to see ten fields and the ability to sort and wrap text on their Related Lists. What Related List type would the app builder select for the Related List Lightning component?

- A. Enhanced List
- B. Basic List
- C. ListView
- D. List Class

Answer: A

NEW QUESTION 51

What are the limitations of Schema Builder when creating a custom object?

- A. "Save" should be clicked each time a new object, field, or relationship is created.
- B. Fields and relationships can be created, but they will be unable to add the fields to the page layout from the canvas.
- C. Relationships can be made to any custom objects, but any relationships to standard objects should be built in Lightning Object Manager.
- D. Custom fields can be added to any custom objects, excluding formula field types.

Answer: B

NEW QUESTION 53

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 57

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 60

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 63

The sales Operations team at AWS Computing deletes accounts for a variety of reasons. The sales ops director is worried that the Sales team may delete accounts that sales reps are actively selling into.

How should the app builder keep accounts with open opportunities from being deleted?

- A. Create an Apex Trigger on the Account object
- B. Create a validation rule on the Account object.
- C. Remove the delete button on the account layout
- D. Remove the Delete permission from the Sales Rep profile.

Answer: A

NEW QUESTION 66

UniversalContainers uses a custom picklist field Account Region on the account record. They want this region to be reflected on all related contact records and stay in sync if the value of this field changes on the Account.

How should an app builder meet this requirement?

- A. Create a picklist field called 'Account Region' on Contact object > Create a workflow rule to update this picklist field if the Account Region field on the Account is changed.
- B. Create a formula field on the Contact object > Set the value of the formula to ISPICKVAL(Account.Account_Region__c).
- C. Create a formula field on the Contact object > Set the value of the formula to TEXT(Account.Account_Region__c).
- D. Create a text field called 'Account Region' on Contact object > Create a workflow rule to update this picklist field if the Account Region field on the Account is changed.

Answer: C

NEW QUESTION 68

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 70

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 71

An app builder at DreamHouse Realty created a custom object which has fields containing data from two different objects via related lookups. What is needed to create "with" or "without" reports on the new custom object?

- A. Row-Level Formula
- B. Report Bucket Field
- C. Report Filters
- D. Custom Report Type

Answer: D

NEW QUESTION 74

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 79

Universal Containers has a single Contact Lightning record page. A component takes up a lot of room on the page and is NOT needed by users with a Marketing profile.

What should the app builder use to solve this issue?

- A. Detail page layouts
- B. Component visibility filter
- C. Field-level security
- D. AppExchange

Answer: B

NEW QUESTION 83

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 87

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 89

Universal Containers (UC) has a custom Invoice object and a custom InvoiceLine Item object. The Invoice Line Item object has a lookup relationship to the Invoice. UC would like to convert the lookup relationship to a master-detail relationship but is unable to do so.

Which two reasons could be preventing this relationship conversion? Choose 2 answers

- A. Custom objects are unable to be on the detail side of a master-detail relationship.

- B. There are already two master-detail relationships on the Invoice Line Item.
- C. Invoice Line Item records exist without having the Invoice lookup field populated.
- D. There is a roll-up summary field on the Invoice object.

Answer: BC

NEW QUESTION 90

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 93

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 97

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 99

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 104

DreamHouse Realty is rethinking its sandbox utilization strategy after acquiring Cloud Kicks. The Salesforce COE already utilizes a partial and a full sandbox, which it refreshes on their own regular schedules. Teams are expanding and have to begin each of their small projects in a sandbox before committing to the larger pool for collaborative testing while still keeping costs down. What type of sandbox should each team member use?

- A. Full sandbox
- B. Developer sandbox
- C. Developer pro sandbox
- D. Partial sandbox

Answer: B

NEW QUESTION 109

Universal Containers conduct evaluations of their sales reps using a custom object consisting of numerical scores and executive comments. The company wants to ensure that only the sales reps, and their manager's executive can view the rep's evaluation record but the reps should not be able to view the executive comment field on their review. How can these requirement be met?

- A. Use a private sharing modelgranting record access using hierarchy; manage field access with record types and field-level security
- B. Use a private sharing model granting record access using custom setting; manage field access with page layouts and field level security
- C. Use aprivate sharing model granting record access using hierarchy; manage field access with field-level security
- D. Use a private sharing model granting record access using custom setting; manage field access with record types and page layouts

Answer: C

NEW QUESTION 113

How should an app builder configure access to a contact's Twitter profile for Salesforce mobile app users?

- A. Add a formula field to the Contact page layout.
- B. Add an AppExchange Lightning Component to the mobile app.
- C. Add the Twitter component to mobile view Lightning pages.
- D. Add a Twitter Quick Action to the mobile navigation.

Answer: C

NEW QUESTION 114

Universal Containers is expecting impacts to operations due to increased demand. The executive team will be reaching out to current customers and want to see the number of open cases for the account and parent account.

Which two tools could an app builder combine to display the number of open cases on the account page? Choose 2 answers

- A. Flow
- B. Workflow
- C. Approval Process
- D. Process Builder

Answer: BD

NEW QUESTION 117

Universal Containers's app builder has been tasked with replacing workflow 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 query limit than Flow.
- C. Create a process for each workflow rule.
- D. Combine actions when possible.

Answer: AD

NEW QUESTION 122

What are two capabilities of Schema Builder? Choose 2 answers

- A. Editing custom settings
- B. Creating a new record type
- C. Showing selected objects on a page
- D. Viewing page layouts in a new window

Answer: CD

NEW QUESTION 124

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 126

Universal Containers has a custom picklist called Support Level on the Account object. They would like to show the real-time value of Support Level on all case records.

How should an app builder implement this requirement?

- A. Create a formula field on the Case object using the TEXT function.
- B. Create a formula field on the Account object using the ISPICKVAL function.
- C. Create a Process Builder and use a field update on the Case object.
- D. Create a roll-up summary field using Support Level on the Account object.

Answer: A

NEW QUESTION 129

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 134

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 appbuilder 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 135

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 listview contains more than one record type

Answer: AD

NEW QUESTION 137

Cloud Kicks (CK) wants to begin socializing and collaborating within Salesforce around customer accounts to discuss various topics. CK would like all company employees to see these conversations.

Which two features of Chatter would meet CK's business needs? Choose 2 answers

- A. Set up new private Chatter groups.
- B. Set up new public Chatter groups.
- C. Use post action on the Account object.
- D. Use Chatter actions to create tasks to complete.

Answer: BC

NEW QUESTION 139

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 140

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 141

The CRMManager at Universal Containers has requested that a custom text field be converted to a picklist in order to promote better data hygiene. What needs to be considered before changing the field type? Choose 2 answers

- A. Existing list views that reference the field may be deleted.
- B. Field references will be removed in Visualforce pages
- C. All data should be backed up before converting a text field.
- D. Changing a field type will remove existing field history.

Answer: AC

NEW QUESTION 144

Cloud Kicks (CK) keeps track of its shoe inventory in Salesforce. When an order's status is changed to Activated, the inventory for the ordered shoe is reduced. At that point, a SOAP web service on the CK website must be called so that the website is updated to display the correct inventory amount for the shoe.

What should an app builder use to communicate to the CK web service when a shoe's inventory has changed?

- A. After-Save Record-Triggered flow
- B. Before-Save Record-Triggered flow
- C. Process Builder
- D. Workflow rule

Answer: D

NEW QUESTION 146

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 151

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 154

Universal Containers (UC) has a time-sensitive need for a custom component to be built in 4 weeks; UC developers require additional enablement to complete the work and are backlogged by several months.

Which option should an app builder suggest to meet this requirement?

- A. Use an AppExchange solution.
- B. Build a screen flowpage.
- C. Build a Lightning record page.
- D. Use a Boit solution

Answer: A

NEW QUESTION 159

Universal Containers wants to track installation information once it container has been purchased on a custom object. Sales reps should have visibility of all the installation 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 162

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 rote 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 165

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. ApprovalProcess with a triggered Flow process.
- C. Approval Process with Time-Dependent Workflow action.
- D. Two-step Approval Process.

Answer: D

NEW QUESTION 168

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 172

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 174

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 178

An app builder has deployed a change set from a sandbox to production. There is a long delay in the deployment. What can be causing the delay?

- A. Profiles are included in the change set.
- B. A field type change is included in the change set.
- C. Dependent fields are included in the change set.
- D. Roles are included in the change set.

Answer: B

NEW QUESTION 183

An app builder at Cloud Kicks created a custom object and related fields in the schema builder. What next steps should the app builder 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 187

Universal Containers wants to improve the process to create Opportunity records related to an Account. Many fields can be populated based on the Account record. Some fields require input from the user.

What should an app builder configure to meet the requirement?

- A. Process Builder triggered from Opportunity update
- B. Quick Action on the Account object
- C. Quick Action on the Opportunity object
- D. Process Builder triggered from Account update

Answer: B

NEW QUESTION 192

When an opportunity close date is delayed by more than 60 days, the manager and the VP sales must approve the change. How can this requirement be met? Choose 2 answers

- A. Build an approval process that requires unanimous approval from the manager and VP of sales.
- B. Create a workflow rule that checks for close date less than 60 days and add an email alert.
- C. Create a lightning process builder flow that submits the record for an approval process
- D. Build a validation rule that does not allow a user to save the opportunity record.

Answer: AC

NEW QUESTION 193

Management at Universal Containers wants 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.

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

Answer: B

NEW QUESTION 194

Accounts at Universal Containers are currently readable by all users but editable only by their owners. Management wants to designate some Accounts as VIP Accounts. Only Account owners should have read access to these VIP accounts.

Which two actions should an app builder take to meet the requirements? Choose 2 answers

- A. Implement a sharing rule.
- B. Configure a permission set.
- C. Set up an Account Team.
- D. Change organization-wide defaults.

Answer: AC

NEW QUESTION 199

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 201

A new custom object is being created with a private sharing setting. The business wants to share individual records with specific people or group of people on a case by case basis. What options does the business user have to manually share individual records? Choose 3 answers

- A. Public Groups
- B. Permission Sets
- C. Roles
- D. Profiles
- E. Users

Answer: ACE

NEW QUESTION 202

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 207

An app builder wants to add the option to 'Send New Email' from Leads, Contacts and Accounts for users on mobile.

What is the benefit of using global actions to accomplish this?

- A. Global actions can be accessed anywhere actions are pages, feed and Chatter groups,
- B. Salesforce Lightning Component Library houses existing global actions prebuilt for use.
- C. The global action's layout automatically clones the default page layout.
- D. Global actions are record-specific and are available when searching that particular

Answer: A

NEW QUESTION 212

An App 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 on the detail page, and relabeled

Answer: BC

NEW QUESTION 214

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 215

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 218

Universal Containers uses a custom picklist called Account_Region__c on the Account object. The vice president of sales has asked that the value of this field is visible on Opportunities. How should an app builder create this solution?

- A. Lookup field
- B. Field-level security
- C. Field history tracking
- D. Cross-object formula field

Answer: C

NEW QUESTION 222

An app builder has a custom component they want to make available on the utility bar, but the component is unavailable. How should the component be tagged?

- A. For use on record pages.
- B. For use in Lightning App Builder.
- C. For use on the utility bar.
- D. For use in App Manager.

Answer: B

NEW QUESTION 226

Universal Containers created a 'New Task' custom action on the Opportunity object. 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 230

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 234

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 functionality?

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

Answer: B

NEW QUESTION 239

Due to the complexity of the Universal Containers sandbox release schedule and requirements, it is advised that change sets are used as often as possible to migrate from one environment to another.

Which three common items can an app builder move when using a change set? Choose 3 answers

- A. Web-to-lead
- B. Standard fields
- C. Custom object
- D. Apex class
- E. Custom field

Answer: CDE

NEW QUESTION 243

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 246

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 247

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 250

Which opportunity standard field is available to be configured directly? Choose 3

- A. Forecast category
- B. Stage
- C. Lead source
- D. Type

Answer: BCD

NEW QUESTION 251

Universal Containers has Public Read/Write as the Account organization-wide default (OWD) setting. Visitors to the customer community site report that they can see all of the company's account records.

How should an app builder configure Account sharing so that community users only see their own Account?

- A. Create an account record type for external accounts.
- B. Define an owner-based sharing rule for external accounts.

- C. Define a permission set for external accounts.
- D. Set the account external OWD to private.

Answer: D

NEW QUESTION 253

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 257

Universal Containers require different fields to be filled out at each stage of the Opportunity sales process. What configuration steps can an app builder use to meet this requirement?

- A. Set page layout required fields based on the current stage.
- B. Create a Process Builder to prompt the User for field information.
- C. Define record types and page layouts for each stage.
- D. Add the Path component to the Lightning record page.

Answer: D

NEW QUESTION 262

UVC's CFO has asked that all deals with more than a 40% discount get automatically sent to the VP of Finance. He will review these deals without the sales rep needing to take action. Which two ways can this be accomplished without building code? Choose two answer

- A. Launch a new approval process that has automatic submission enabled as an initial submission action
- B. Create a new process with a submit for approval action to automatically submit deals for approval
- C. Create a new approval process that has automatic submission enabled in the entry criteria
- D. Launch a flow that uses the submit for approval action to submit deals for approval

Answer: AB

NEW QUESTION 264

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 267

Sales reps at Universal Containers use Salesforce on their mobile devices. They want a way to add new contacts quickly and then follow up later to complete the additional information necessary. What mobile solution should an App Builder recommend?

- A. Customize the mobile menu to move Contacts to the top.
- B. Build a global action to create Contacts.
- C. Add a compact layout to Contacts.
- D. Use Path and set pre-defined values

Answer: B

NEW QUESTION 271

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