

Salesforce

Exam Questions Platform-App-Builder

Salesforce Certified Platform App Builder (SP19)



NEW QUESTION 1

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 2

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 3

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 4

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 5

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. Create a Lightning Web Component.
- B. Install a solution from the AppExchange.
- C. Build a Flow that uses API calls.
- D. Use a scheduled Apex job.

Answer: B

NEW QUESTION 6

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 7

At Universal Containers, each admin and developer use a separate developer 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 8

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 9

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 10

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 10

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 11

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 16

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 17

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 19

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 20

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 21

At Universal Containers, all US Sales reps should be able to view the US Team dashboard, however, only the US sales directors should be able to see the data in the component and view its source report. How can an app builder ensure the proper access is granted?

- A. Make the US Sales Director the running user and share the dashboard folder with the role US Sales Rep
- B. Make the dashboard dynamic and give US Sales Reps the view my teams dashboard permission
- C. Share the dashboard folder with roles and subordinates of the US Sales Director and share the report folder with the role of US Sales Director
- D. Share the dashboard with the public group US Sales Reps and share the dashboard source reports folder with the US Sales Director profile

Answer: D

NEW QUESTION 22

The developer at Universal Containers wants to test code in a sandbox environment. In order to ensure the code works properly, the sandbox needs to have at least half a gigabyte of data. The sandbox will need to be refreshed after each three-day sprint.

What type of sandbox should the App Builder provision to the developer?

- A. Developer
- B. Full Copy
- C. Developer Pro
- D. Partial Data

Answer: C

NEW QUESTION 25

Universal Containers wants users to have access to the pricing guidelines document when viewing a Contract related to an Account.

What feature should an app builder use to create easy access to the document?

- A. Quick Action on the Contracts object
- B. Quick Action on the Account object
- C. A custom detail page link on the Account object
- D. A custom detail page link on the Contract object

Answer: D

NEW QUESTION 28

The marketing team at UVC has a list of 400 leads it wants to upload to Salesforce. The team needs to avoid creating duplicate records. Which two actions should be taken to meet this requirement? Choose 2 answers

- A. Utilize a Lead Matching Rule and corresponding Duplicate Rule to block newly created duplicate leads.
- B. Upload the lead list using the import wizard and select a Matching type to prevent duplicate lead creation.
- C. Use Data Loader's update function to import lead and match to existing records based on e-mail address.
- D. Enable Duplicate Matching in the Data Management section in Setup and activate the Lead-to-Lead scenario.

Answer: AB

NEW QUESTION 30

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 31

Cloud Kicks (CK) wants to quickly insert a list of over 60,000 net new Accounts. The template based on CK's data model was used to populate the list. Which tool should be used?

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

Answer: C

NEW QUESTION 34

A new app builder on the Cloud Kicks team is getting familiar with relationships in the data model. What functionality would present the app builder a comprehensive view of all relationships in one place?

- A. Schema Builder
- B. Lightning Object Creator
- C. Object Manager
- D. Lightning Record Page

Answer: A

NEW QUESTION 37

Ursa Major Solar has a lookup relationship between a custom Galaxy__c object and a custom Star__c object. An app builder wants to create a roll-up summary field that counts the total number of Star__c records related to each Galaxy__c record. How would the current configuration impact the ability to achieve the desired result?

- A. The roll-up summary can be achieved by creating a formula field on the Galaxy__c object.
- B. The lookup relationship will need to be converted to a master-detail relationship before a roll-up summary field can be created.
- C. The roll-up summary can be achieved by creating a formula field on the Star__c object.
- D. A roll-up summary field will need to be created on the Galaxy__c object with a field filter that selects all related Star__c records.

Answer: B

NEW QUESTION 40

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 42

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 44

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 49

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 52

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 56

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 an error message to pop up.
- D. Preexisting information in the field will be completely lost.

Answer: A

NEW QUESTION 57

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 61

Universal Containers has several large customers that sell their products through dealers. Each customer and dealer has an individual rep who works directly with UC and each is billed separately. How can an app builder implement these requirements?

- A. Create a single account record, add each rep as a contact and create a custom dealer object
- B. Create both customer and dealer as accounts, add each rep as a contact on the corresponding account and create an account hierarchy.
- C. Create a single parent record, add each rep as a contact to the parent account and add each dealer as a child record
- D. Create both customer and dealer as accounts, create account teams on each account and associate the dealer records with the parent account.

Answer: B

NEW QUESTION 65

Ursa Major Solar is ramping up the sales team to meet increased demand. As part of the short ramp up for these new reps, the manager wants to provide a help guide to enable reps to easily get help where needed during the different sales processes. Which solution should an app builder recommend?

- A. Flow
- B. Journey Builder
- C. Chatter Publisher
- D. Path

Answer: D

NEW QUESTION 66

Universal Containers needs the 18-digit record ID from Opportunity records when exporting data to Excel in order to ensure each record is treated uniquely. What formula should an app builder use to create this new field?

- A. ISNUMBER(Id)
- B. CASESAFEID(Id)
- C. TEXT(Id)
- D. VALUE(Id)

Answer: B

NEW QUESTION 71

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 external system.

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 ID field can be a text field.

Answer: AD

NEW QUESTION 74

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 79

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

What would happen if the employee attempts to 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 82

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 for all 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 85

Cloud Kicks (CK) tracks the support level of its customers on the account record page. CK wants to show a text notification on a case record page when the related account is a platinum-level customer.

How could an app builder meet this requirement?

- A. Add a rich text area to the Case Lightning page > Set the component visibility of the rich text area to show when the account support level is platinum.
- B. Create a text-only Visualforce page > Drag the Visualforce component into the Case page layout > Set its visibility to show when the account support level is platinum.
- C. Create a text-only Visualforce page > Clone the case page layout > Drag the Visualforce component into the page, and assign the layout to platinum cases.
- D. Clone the Case Lightning page > Add a rich text area to the new page, and assign this page to platinum accounts.

Answer: A

NEW QUESTION 87

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 Component
- B. Add the Component related list to the Product page layout.
- C. Create a junction object to relate Component and Product
- 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 Produc
- H. Add the Component related list to the Product page layout.

Answer: D

NEW QUESTION 88

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 92

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 96

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 98

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 101

Universal Containers allows all employees to submit reviews for leadership using a custom object called Review. These Reviews should only be visible to the HR department and the employee who submitted the record.

Which three steps should an app builder take to properly control access to Reviews? Choose 3 answers

- A. Disable Grant Access Using Hierarchies.
- B. Add a Master-Detail (User; field on the Review object.
- C. Create a criteria-based Sharing Rule for the HR Department.
- D. Remove Review Read permission from non-HR Department user Profiles.
- E. Set organization-wide default to Private.

Answer: ACE

NEW QUESTION 105

A sales manager at Cloud Kicks wants the team to spend more time in the field and less time manually entering the information found on the business cards they collect.

What should an app builder do to help achieve this goal without sacrificing data quality?

- A. Research and evaluate data enrichment products on the AppExchange to automate data entry.
- B. Post daily to the Chatter feed any relevant fields that need to be populated.
- C. Use Flow to create a data entry wizard to automate data entry.
- D. Use a combination of workflow rules and formula fields to populate key fields for the sales user.

Answer: A

NEW QUESTION 106

An app builder installs an unmanaged package in a full copy sandbox that ts an exact match for production, and now they are ready to install it m 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 108

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 111

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 116

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 118

Universal Containerswants to create a report to show job applications with or without resumes. What considerations should the app builder be aware of when creating the custom report type?

- A. An app builder is unable to create custom report types for objects they do not have permissions for.
- B. Once the report type has been deployed it is unable to be deleted.
- C. A primary object selection is locked once the custom report type has been saved.
- D. When a custom or external object is deleted the report type and reports remain butcause an error when the report is run.

Answer: C

NEW QUESTION 120

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. Dependents are included in the change set.
- D. Roles are included in the change set.

Answer: B

NEW QUESTION 122

An app builder at Cloud Kicks created acustom 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 123

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 128

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 129

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. A Create a custom action

Answer: D

NEW QUESTION 132

The convert button on leads should NOT appear until the lead status picklist is set to a qualified. What should an app builder suggest to meet these requirements?

- A. Picklist dependency, page layouts, record types
- B. Custom button, validation rule, record types
- C. Process builder field update, quick action, record type
- D. Page layout, record types, process builder field update

Answer: D

NEW QUESTION 134

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 138

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 141

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 prebuild 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 143

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 145

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 148

Universal containers (uc) wants to delete data in several fields for 5000 lead records. UC export the selected record IDs and fields that need to have data deleted in a csv file. Which two steps should an app builder suggest to meet these requirements ? Choose 2 answers

- A. Select the correct record type
- B. Use import Wizard to update leads using the CSV file
- C. Select insert null values in settings.
- D. Use Data Loader to update leads using the CSV file

Answer: CD

NEW QUESTION 149

Universal Containers generates leads from three different sources: web, trade shows, and partners. Some of the information collected is applicable to all sources, there is also information that is unique to each type of lead. What should an app builder configure to meet these requirements?

- A. Create three lead record types each with its own page layout containing the relevant fields
- B. Create a partner community and a record type for web and trade show leads
- C. Create three sections on the lead layout and instruct users to collapse the non-relevant fields
- D. Create custom page payouts for each type of lead only containing the relevant fields

Answer: C

NEW QUESTION 153

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 type will need to be created for Galaxy__c with Star__c.

Answer: D

NEW QUESTION 154

Universal Containers has a new custom object for Invoices that includes an InvoiceNumber field, Before the Invoice object can be used, invoices will be migrated from an external system maintaining their current InvoiceNumber. After the migration, salesforce will be the system of record and each new Invoice created in Salesforce must have a unique InvoiceNumber. How should the app builder configure the InvoiceNumber field?

- A. Create a Text field for the original InvoiceNumber and an AutoNumber field for the Salesforce InvoiceNumber.
- B. Create a Text field and mark it as a unique external ID field.
- C. Create a Text field, then change it to AutoNumber after the migration.
- D. Create an AutoNumber field and migrate the Invoices

Answer: B

NEW QUESTION 156

An App Builder wants to deploy a new version of an auto launched flow to production in an active state so that the new functionality is immediately available to users

What should the App Builder take into consideration when planning the deployment?

- A. Verify there is an Apex test that provides test coverage for the Flow.
- B. Grant user access to the Flow.
- C. Manually activate the Flow after deployment
- D. Include the Process Builder calling the Flow in the deployment

Answer: A

NEW QUESTION 159

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 160

DreamHouseRealty (DR) is expanding into subsidized housing by partnering with local government entities. DR uses Sales Cloud and has enabled field history tracking on the Opportunity object. Due to increased information requirements, the App Dev team is changing Text Area (Long) fields to Rich Text fields to allow for up to 1,000 characters and better descriptions.

Which two considerations should be made by the team? Choose 2 answers

- A. Rich text field values of all lengths are displayed fully in reports.
- B. Data loss may occur when changing custom field types.
- C. Field History Tracking records value changes of 255 characters or less.
- D. Audit Trail is available through REST API extracts.

Answer: BC

NEW QUESTION 161

Universal Containers uses a custom object called Projects. When managers assign projects they set a custom field on the Project 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 field 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 163

Northern Trail Outfitters uses a custom object to track travel requests. Rangers want to have automatic posts on a record whenever a travel request has been approved.

Which feature should be used to accomplish this?

- A. Auto-response rule
- B. Workflow rule
- C. Feed tracking
- D. Feed quick action

Answer: C

NEW QUESTION 165

Cloud Kicks has leads owned by users and queues. The sales manager wants the status to change to working when a user takes ownership.

What does an app builder need to have in the criteria to ensure the process runs without error?

- A. BEGINS([Lead].OwnerId, „005")
- B. [Lead].Owner:User.Role Is Null = False
- C. [Lead].Owner:Queue.OwnerId Is Null = True
- D. NOT(ISBLANK([Lead].OwnerId))

Answer: D

NEW QUESTION 166

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 170

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 173

Ursa Major Solar (UMS) has a custom object where they track Galactic Vendors. The object has four custom fields for the Galactic Vendors's location:

Street (Street__c)

City (City__c)

Planet (Planet__c)

Galaxy (Galaxy__c)

The UMS's leadership wants these fields to be concatenated into a single formula field on two lines. Which formula fulfills this requirement?

A)

Street & BR() &
City & ", " & Planet & " " & Galaxy

B)

Street
City, Planet Galaxy

C)

Street__c & BR() &
City__c & ", " & Planet__c & " " & Galaxy__c

D)

Street__c
City__c, Planet__c Galaxy__c

- A. Option A
- B. Option B
- C. Option C
- D. Option D

Answer: C

NEW QUESTION 175

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 180

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 184

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 186

Properly installing managed packages helps prevent conflicts with customizations made by customers and partners. What functionality should be used to set up packages?

- A. Description
- B. Allow sharing
- C. Help setting
- D. Namespace

Answer: D

NEW QUESTION 189

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 193

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