

Salesforce.CRT-403.v2023-01-03.q255

Exam Code:	CRT-403
Exam Name:	Prepare for your Platform App Builder Certification Exam
Certification Provider:	Salesforce
Free Question Number:	255
Version:	v2023-01-03
# of views:	4354
# of Questions views:	2550
https://www.freeqas.com/qa/Salesforce/CRT-403/Salesforce.CRT-403.v2023-01-03.q255.html	

NEW QUESTION: 1

DRAG DROP

In what order does Salesforce process rules? Match the rules from the left column with their appropriate order in the right column.

RULES

Assignment rules

Auto-response rules

Workflow rules (with immediate actions)

Escalation rules

Validation rules

ORDER

1

2


3

4

5

salesforce

Answer:

RULES	ORDER
Assignment rules 	1 Validation rules
Auto-response rules	2 Assignment rules
Workflow rules (with immediate actions)	3 Auto-response rules
Escalation rules	4 Workflow rules (with immediate actions)
Validation rules	5 Escalation rules

NEW QUESTION: 2

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. Hierarchical
- B. Lookup
- C. Master-Detail
- D. Many to Many

Answer: C (LEAVE A REPLY)

NEW QUESTION: 3

In Salesforce Classic, which three use cases can be accomplished using a custom link? (Choose three.)

- A. Navigate to an external system using data in Salesforce.
- B. Navigate to a create a record page with fields pre-populated.

- C. Navigate to a custom Visual Flow to update the current record.
- D. Navigate to an Apex Trigger to update the current record.
- E. Navigate to a process to update the current record.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

What sandbox type allows for the use of a sandbox template?

- A. Config Sandbox
- B. Partial Sandbox
- C. Developer Sandbox
- D. Developer Pro Sandbox

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 5

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. Create a new process with a submit for approval action to automatically submit deals for approval
- B. Launch a new approval process that has automatic submission enabled as an initial submission action
- 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: ([SHOW ANSWER](#))

NEW QUESTION: 6

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. Set up an approval process requiring manager consent at each stage of the Opportunity.
- D. Add a Path component with fields and instructions aligning to stages on the Opportunity.

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 7

Universal Container wants customers to be able to open cases from a public-facing website.

What should the app builder use to enable visitors to the website?

- A. Screen flow
- B. Outbound message

C. Email-to-case

D. Web-to-case

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 8

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. Submit the record for approval from an automated process.

B. Use a validation rule and an email alert to the manager requesting approval.

C. Give the manager the "API Enabled" permission to permit approval responses by email.

D. Change the entry criteria on the approval process to criteria are met and lock the record on initial submission.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

UVC needs to flag leads with one or more business areas. They need to add a field to capture these to the Lead Record. There is no need to report on this field. What is the appropriate field type?

A. Text Area

B. Radio Buttons (Multi-select)

C. Picklist

D. Picklist (Multi-Select)

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

Users at Cloud Kicks provided feedback that the time card custom page layout has too many fields on it, and some fields are only needed if other fields are entered.

What should an app builder configure to help with this issue?

A. Dynamic forms

B. Lightning web components

C. Separate page layouts

D. Dependent picklists

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 11

Which two features can extend record access beyond the organization-wide defaults?

A. Dynamic role hierarchy

B. Public or private groups

C. Owner-based sharing rules

D. Criteria-based sharing rules

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 12

Which type of field cannot be universally required?

- A. Text
- B. Email
- C. Summary
- D. Lookup

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 13

UVC uses a custom object to track site visits, When the status of a site visit is changed from "in process " to "On hold " the business wants the site visit owner to be automatically assigned to an "On hold " Queue. Which capability can be used to accomplish this?

- A. Apex Trigger
- B. Visual workflow
- C. Action
- D. Assignment rule

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 14

Universal con needs a field on the account to track how many opportunities are closing within the next 30 days. What can be used?

- A. Workflow rule
- B. Process builder
- C. Roll-up summary field
- D. Apex code

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 15

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 16

What can be branded in SF1?(Select 3)

- A. Loading logo
- B. Loading page color
- C. Header and Search
- D. Action tab bar

Answer: A,B,C ([LEAVE A REPLY](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam!
PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As
Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 17

The Salesforce user interface includes all of these key elements except _____.

- A. Action Bar
- B. Record view
- C. Navigation Menu
- D. Widgets page
- E. Feed

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 18

An app builder 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 Case Lightning record page?

Choose 2 answers

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

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 19

Cloud Kicks has a sales rep who is stating that their Contact is unavailable for other users to see within Salesforce.

In which three ways can an app builder troubleshoot this issue?

Choose 3 answers

- A. Verify the users with the issue have access to the Contact object. D.
- B. Review the Contact record and ensure it is linked to an Account.
- C. Create a new Contact and have the users try again.
- D. Create an Account Sharing Rule to give the users access to all records.
- E. Confirm whether Default Organization-Wide Sharing Settings provide access to the Account.

Answer: A,B,E ([LEAVE A REPLY](#))

NEW QUESTION: 20

Which of the following represent correct syntax to display first name from global variable user?

- A. {User.FirstName}
- B. {!\$User.FirstName}
- C. {!User.FirstName}
- D. \$User.FirstName

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 21

Universal Container want to store an area code and wants to be able to search for it in applications (apex). Which are possible fields to store the data. Choose 2

- A. Email
- B. Number
- C. Text
- D. Phone
- E. Multi Picklist

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 22

A junction object has two Master-Detail relationships. What happens to a junction object record when either associated master record is deleted?

- A. The record is deleted and placed in the recycle bin.
- B. The look-up field on the junction object record is cleared.
- C. The master record can't be deleted if it has a child record.
- D. The record is permanently deleted and can't be restored.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

A custom object named Assignment has private sharing setting that grants access using hierarchies. The organization has a role hierarchy where each Territory Manager reports to an Area Manager, who reports to a VP of Sales. The VP of Sales is at the top of the role hierarchy. A user who is in the Area Manager role creates a new Assignment record.

Who can see this record?

- A. The record owner and the VP of Sales.
- B. The record owner and all of the Territory Managers in their hierarchy.
- C. The record owner only.
- D. The record owner and all of the other Area Managers.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 24

Universal Containers wants to understand return on investment for the latest advertising buy. They currently use a private security model for all objects. What should an app builder recommend?

- A. Run an opportunities pipeline report
- B. Configure Campaign Hierarchies and Campaign statistics
- C. Utilize Account Hierarchies and Roll-Up Summary fields
- D. Change to a public security model

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 25

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. List Class
- D. ListView

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 26

When would a developer use upsert and external IDs? (Choose two.)

- A. To load related records without knowing Salesforce record IDs.
- B. To integrate with an external system.
- C. To use Web Services API to query for data.
- D. To migrate customizations from a sandbox to production.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 27

Which sandbox type allows for the use of a sandbox template?

- A. Config Sandbox
- B. Developer Sandbox
- C. Partial Sandbox
- D. Developer Pro Sandbox

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 28

Universal Containers would like to automatically assign a specific permission set to new users. How can this requirement be met? Choose 2 Answers

- A. Create an approval process on the User object to assign a permission set
- B. Create a lightning process on the user object to launch a flow.
- C. Create a workflow rule on the User object to assign a permission set.
- D. Create a flow on the user object to assign a permission set.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 29

An app builder wants to prevent users from creating new records on an account related list by overriding standard buttons.

Which two aspects should be considered before overriding standard buttons? (Choose two.)

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

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 30

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', Retail_Opt_In__c = "Yes")
- B. AND(\$UserRole.Name != 'Marketing', Retail_Opt_In_c = "Yes")
- C. AND(\$UserRole.Name != 'Marketing', ISCHANGED(Retail_Opt_In__c), ISPICKVAL(Retail_Opt_In_c,"Yes"))
- D. AND(\$UserRole.Name = 'Marketing', ISPICKVAL(Retail_Opt_In_c,"Yes"))

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 31

ABC Company is using assignment rules to distribute cases to regional teams.

Which of the following is true?

- A. It is possible to have multiple active assignment rules.
- B. Cases may be assigned to queues (if configured).
- C. A workflow field update can be used instead.
- D. Cases may be assigned to public groups (if configured).

Answer: B ([LEAVE A REPLY](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam! PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 32

What is true when changing the following field types? (Choose 3)

- A. Data can be lost when changing from Rich Text to Long Text
- B. No data is lost when changing Picklist to Multipicklist
- C. Rollup summary fields will stop calculate if Master Detail is changed to lookup
- D. Data is lost when changing Number to Currency
- E. No data is lost when converting Text to auto number

Answer: A,B,E (LEAVE A REPLY)

NEW QUESTION: 33

A custom object has a Public Read Only sharing setting that does not grant access using hierarchies. A dynamic sharing rule provides Write access to the object to the Global Marketing public group if the record is marked as Global. A user creates a new record and marks it as Global.

Who will have write access to the record?

- A. The Global Marketing public group and anyone above the owner in the role hierarchy.
- B. The record owner and anyone above the owner in the role hierarchy.
- C. The record owner and the Global Marketing public group.
- D. The Global Marketing public group, the record owner, and anyone above the owner in the role hierarchy.

Answer: (SHOW ANSWER)

NEW QUESTION: 34

What is true about validation rules? (Choose all that apply.)

- A. Salesforce runs validation rules before creating records submitted via Web-to-Lead and Web-to-Case, and only creates records that have valid values.
- B. Campaign hierarchies follow validation rules.
- C. Validation rules are only enforced during lead conversion if "validation and triggers for lead conversion" are enabled in your organization.
- D. When one validation rule fails, Salesforce continues to check any additional validation rules on that field or any other field on the page and displays all appropriate error messages at once.

Answer: A,C,D (LEAVE A REPLY)

NEW QUESTION: 35

Which two report formats can be used as a source report to configure a reporting snapshot?

Choose 2 answers

- A. Tabular format
- B. Matrix format
- C. Joined format
- D. Summary format

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 36

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. Opportunity Object
- C. Lightning Object Creator
- D. Account Object

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 37

An App Builder has been asked to integrate Salesforce with an external web service. The web service must be notified every time an Opportunity is Won. Which two can satisfy this requirement?

- A. Use a process and Apex Code
- B. Use a process and an outbound message
- C. Use a flow and an outbound message
- D. Use a workflow rule and an outbound message

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 38

Universal Containers has two teams: Sales and Services. Both teams interact with the same records. Sales users use ten fields on the Account record. Service users use three of the same fields as the Sales team, but also have five of their own, which the Sales team does not use.

What is the minimum configuration necessary to meet this requirement?

- A. Two profiles, two record types, two page layouts.
- B. Two profiles, one record type, two page layouts.
- C. One profile, two record types, one page layout.
- D. One profile, one record type, one page layout.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 39

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. Add the Component related list to the Product page layout.
- B. Create a junction object to relate Component and Product. Add the Component related list to the Product page layout.
- C. Create a roll-up on Product. Add the Component related list to the Product page layout.
- D. Create a lookup relationship on Component to Product. Add the Component related list to the Product page layout.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 40

Universal Containers wants to display a message when an opportunity close date is less than 60 days in the future.

What can be used to display different text on the opportunity record depending on the number of days until the target close date?

- A. Sales Process
- B. Process Builder
- C. Formula Field
- D. Workflow Update

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 41

Duplicate management for leads has been implemented at universal containers but it seems duplicate leads are still being created. The org wide default is set to "Private" for leads.

Which two actions help prevent duplicate leads from being created?

Choose 2 answers.

- A. Change OWD for leads for public read
- B. Change the lead matching rule to block on create
- C. Change the lead duplicate rule details to bypass sharing rules
- D. Change OWD for leads to public edit

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 42

What may occur if workflow rules are re-evaluated after a field change by a field update? Choose 2 answers

- A. Workflow rules trigger more workflow rules to be re-evaluated.
- B. Workflow rules trigger validation rules on field updates
- C. A recursive loop potentially results in exceeding organizational limits.

D. Cross-object workflow rules result in re-evaluation after field change.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 43

The VP of Sales at Cloud Kicks wants to have a set of screens to guide the inside sales team through collecting and updating data for leads. Once the leads are updated, the leads should be entered into a marketing journey activated by the sales rep checking the marketing checkbox. How should the app builder accomplish this?

- A. Lightning Flow
- B. Process Builder
- C. Path
- D. Workflow

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 44

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 45

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

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 46

Universal Containers uses a private Account sharing model. They have a Process Improvement team with representatives from multiple departments that needs to view all accounts that have been flagged as problem accounts.

How should this team be granted access to the records?

- A. Use a criteria-based sharing rule where the accounts are shared with the Process Improvement public group.
- B. Use a record owner sharing rule that is shared with the Process Improvement role.
- C. Write a trigger to use Apex Managed Sharing to grant access with the Process Improvement team.
- D. Use a record owner sharing rule that is shared with the Process Improvement public group.

Answer: A ([LEAVE A REPLY](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam! PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 47

Representatives at Universal Con use salesforce to record information for new Leads. When new prospects are added, an outbound message is sent to SAP with the Lead's info.

- A. Create a workflow rule
- B. Create a process using lightning process builder
- C. Use Visual Workflow
- D. Design an approval process

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 48

When Record Types control picklist values, you need to _____. (Choose two.)

- A. You need to manually add values to Opportunity Source, Lead Source and Case source.
- B. Manually add values to the Record Types.
- C. Other option.
- D. If removed from picklist, value won't be available on any record types but the value on existing record will not change.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 49

Universal Container installs an unmanaged package. Which of the following are true: (choose 2)

- A. Components of unmanaged packages can be edited
- B. Unmanaged packages have a namespace prefix
- C. Unmanaged packages don't have a version number

- D. Tests are executed during deployment
- E. Unmanaged packages can be upgraded

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 50

When configuring a record type, an App Builder can configure the available value of a picklist field for the page layout. Which opportunity standard field is available to be configured directly in the Opportunity record type? Choose 2 answers

- A. Type
- B. Stage
- C. Lead Source
- D. Forecast Category

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 51

Cloud Kicks has a sales rep who is stating that their Contact is unavailable for other users to see within Salesforce.

In which three ways can an app builder troubleshoot this issue?

Choose 3 answers

- A. Verify the users with the issue have access to the Contact object.
- B. Create a new Contact and have the users try again.
- C. Review the Contact record and ensure it is linked to an Account.
- D. Confirm whether Default Organization-Wide Sharing Settings provide access to the Account.
- E. Create an Account Sharing Rule to give the users access to all records.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 52

Which of these is NOT true about external objects?

- A. They are automatically viewable in the Salesforce Mobile App.
- B. They can be related to other objects.
- C. They integrate with Salesforce APIs, Apex, Visualforce, and Chatter.
- D. You can use them in formula fields.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 53

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. Update the training documentation with better screenshots.
- B. Reorder the fields to make sense for the reps when in the field.
- C. Deselect the phone radio button on the Lightning record page assignment.

D. Filter components by device using Form Factor.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 54

You can secure data at the organization level, using all of these methods, except _____.

- A. Limit Login IP addresses
- B. Limit Login Hours
- C. Use hardware token
- D. Set password policies

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 55

What is true about external lookup relationship fields? (Choose all that apply.)

- A. All of the above.
- B. Only objects that have a custom field with the External ID and Unique attributes are available as parent objects in indirect lookup relationships.
- C. Cascade-delete isn't available for external object relationships.
- D. Lookup filters are available for external lookup relationship fields.

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 56

A user's profile does not have any permissions to view a custom object. However, the Organization Wide Defaults for the custom object are set to Public Read/Write. Users with this profile will still be able to access the custom object.

- A. True
- B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 57

Ursa Major Solar has made a great app that leadership wants to share with the world for free via AppExchange.

What should an app builder consider about the type of package when uploading to AppExchange?

- A. Managed packages provide intellectual property protection on Apex code.
- B. Unmanaged packages allow for patches on programmatic changes but not Apex.
- C. Managed packages need a per-user charge on AppExchange.
- D. Unmanaged packages can be set up to prevent user customizations.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 58

Which objects can be members of a campaign? Choose 2 answers

- A. Lead
- B. Account
- C. Contact
- D. Opportunity

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 59

How many charts can you embed into the account page layout?

- A. 1
- B. 3
- C. 2
- D. 4

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 60

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

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 61

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 is included in the workflow on the Invoice object.
- C. The Account record includes Invoice roll-up summary fields.
- D. The Invoice records have existing values in the Account.

Answer: C ([LEAVE A REPLY](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam!
PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:

NEW QUESTION: 62

The Director of Customer Service wants to know when agents are overwhelmed with high-priority items in the support queue. The Director wants to receive a notification when a new case is open with the status of "New" for more than four business hours. Which automation process could be used to accomplish this? Choose 2 answers

- A. Lightning Process Builder
- B. Visual workflow
- C. Escalation rules
- D. Scheduled Apex

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 63

Universal Container needs to add an additional recipient to a workflow email alert that is fired from the case object. What type of field could be added to the case object to allow the additional desired recipient on the email alert? Choose 2 Answers

- A. Email Field
- B. Text Field
- C. Lookup field
- D. Formula field

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 64

UVC has created the custom objects Candidate and Interview in Salesforce to track candidates and interviews respectively. The company wants to track the total number of interviews a candidate has gone through on the candidate record without writing any code. Which two actions can an App Builder take to accomplish this requirement? Choose 2 answers

- A. Use a roll-up summary field on the Candidate record to show the total number of interviews
- B. Use a lookup relationship between the Candidate and Interview objects (Your Answer)
- C. Use a MD relationship between the Candidate and Interview Objects
- D. Use a formula field on the Candidate record to show the total number of interviews

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 65

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 arid write access to all Opportunities.

What are two recommended solutions for the app builder to give the users appropriate access?

Choose 2 answers

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 66

Universal containers has included its orders as an external data object into Salesforce. You want to create a relationship between Accounts and the Orders object (one-to-many relationship) leveraging a key field for account which is on both external object and Account. Which relationship do you create:

- A. Lookup Relationship
- B. Indirect Lookup Relationship
- C. Master Detail Relationship
- D. External Lookup Relationship

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 67

Which attribute must field have to be used in external modeling?

- A. None of the above
- B. Unique
- C. Required
- D. External ID

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 68

Which statement is true about field update actions from workflow rules and approval processes?

Choose 2 answers

- A. Field update with "re-evaluate workflow rules" selected can cause a recursive loop if the updated field is included in a workflow.
- B. Field update are not available on currency field if the organization uses multi-currency.
- C. Field updates to records based on workflow rules and approval processes do not trigger validation rules
- D. Field updates are tracked in the history related list of a record regardless of whether or not History tracking is set for those fields.

Answer: A,C ([LEAVE A REPLY](#))

Explanation: https://help.salesforce.com/apex/HTViewHelpDoc?id=workflow_field_update_considerations.htm&language=en

NEW QUESTION: 69

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. VALUE(Id)
- C. TEXT(Id)
- D. CASESAFEID(Id)

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 70

A custom object has a public reads only sharing settings that does not grant access using hierarchies. A dynamic sharing rule provides write access to the object to the global marketing public group if the record is marked as global. A user creates a new record and marks it as global. Who will have write access to the record?

- A. The record owner and the global marketing public group.
- B. The global marketing public group, the record owner, and anyone above the owner in the role hierarchy.
- C. The record owner and anyone above the owner in the role hierarchy
- D. The global marketing public group and anyone above the owner in the role hierarchy

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 71

Person Accounts _____. (Choose two.)

- A. Are enabled via feature license.
- B. Are enabled by default.
- C. Can only be merged with other person accounts.
- D. Do use space in both account and contacts table.
- E. Have the same icon as Business accounts.

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 72

You can have multiple records with the same external ID.

- A. True
- B. False

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 73

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 74

What is the name for an object that enables a many-to-many relationship between two other objects?

- A. Child Object
- B. Junction Object
- C. Parent Object
- D. Schema Object
- E. Connector Object

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 75

What objects are supported by the Import Wizard?

- A. Accounts
- B. Custom objects
- C. All of the above
- D. Contacts
- E. Solutions
- F. Leads

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 76

Universal Container wants to display a message when a case needs follow up. What can be used to display different text on the case record depending on the number of days a case is opened?

- A. Case Process
- B. Workflow Update
- C. Formula Field
- D. Lightning Process Builder

Answer: C ([LEAVE A REPLY](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam!
PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:

NEW QUESTION: 77

What is true about change sets? (Choose two.)

- A. They contain data such as records.
- B. All of the above.
- C. Change sets can only contain modifications you can make through the Setup menu.
- D. Change sets can only be sent between organizations that are affiliated with a production organization.

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 78

What is true about Social Networks in Salesforce?

- A. You must login with your company's social network account to work with social accounts.
- B. Social accounts allow you to manage your company's social media from within Salesforce.
- C. You must login with your own personal social network account to work with social accounts.
- D. You must be careful about who you give access to social accounts, as they do not follow a security model.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 79

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

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 80

You can export data from Salesforce using any of the following methods except _____.

- A. Use the data Export wizard within SF to export data manually or automatically.
- B. Use the data Manager tool to manually request an export of all the data in your organization.
- C. Log a case with SF.
- D. Use the data loader client application.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 81

UVC uses a custom object called Candidates to track information about people who are being recruited for jobs within the company. When an employee refers a recruiting candidate, that employee should have access to the Candidate record, however, only HR users should be able to view, edit, and report on the Salary field. Which action should be recommended for controlling who can view the Salary field?

- A. Create and assign separate Candidate record types for general employee users and HR users
- B. Restrict access to the "Salary" field for general employee users using field-level security
- C. Create and assign separate Candidate page layouts for general employee users and HR users
- D. Restrict access to the "Salary" field for general employee users using custom sharing settings

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 82

An app builder has been asked to provide users a way to identify a contact's "preferred contact method" directly on the contact record. users need to be able to identify whether a phone number or an email, is the contact's preferred communication method. Which field type will allow the app builder to accomplish this with the fewest fields possible?

- A. Checkboxes
- B. Formula
- C. Email
- D. Picklist

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 83

Which of the following statements are true about Record IDs? (Choose two.)

- A. The 18 character ID is case?sensitive
- B. The 15 character ID is case?sensitive
- C. The 18 character ID is case?insensitive
- D. The 15 character ID is case?insensitive

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 84

Universal Containers has two teams: Sales and Services. Both teams interact with the same records. Sales users use ten fields on the Account record. Services users use three of the same fields as the Sales team, but also have five of their own, which the sales team does not use. What is the minimum configuration necessary to meet this requirement?

- A. One profile, two record types, one page layout
- B. Two profiles, two record types, two page layouts
- C. One profile, one record type, one page layout.
- D. Two profiles, one record type, two page layouts

Answer: ([SHOW ANSWER](#))

Explanation- Record types allow you to offer different business processes, picklist values, and page layouts to different users based on their profiles.

NEW QUESTION: 85

You can control access to report folders based on _____.

- A. Public groups, organization-wide defaults, and IP restrictions.
- B. Password settings, permissions, and user settings.
- C. All of the above.
- D. Permissions, roles, and public groups.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 86

Standard picklist fields can be controlling.

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 87

The VP of marketing wants to broadcast an email to 10,000 contacts in Salesforce on a regular basis, but realizes Salesforce's mass email functionality has a limitation on the number of emails that can be sent each day

- A. Download all contacts to a CSV file and use an email client to send the emails
- B. Request Salesforce increase the number of maximum daily emails
- C. Develop Apex code and Visualforce pages to send the emails
- D. Research and evaluate products available on AppExchange to send mass emails

Answer: ([SHOW ANSWER](#))

Explanation: Tabular, Summary, or Matrix to Joined The existing report becomes the first block in the joined report, and the report type becomes the principle report type for the joined report.

Joined report blocks are formatted as summary reports, so if you switch from a summary to a joined report, your groupings stay the same. If you switch from a matrix to a joined report, groupings are converted the same way as when you switch from a matrix to a summary report.

The following items aren't supported in joined reports, and aren't converted: Bucket fields Cross filters The Rows to Display filter [https://help.salesforce.com/htviewhelpdoc?](https://help.salesforce.com/htviewhelpdoc?id=reports_changing_format.htm&siteLang=en_US)

[id=reports_changing_format.htm&siteLang=en_US](https://help.salesforce.com/htviewhelpdoc?id=reports_changing_format.htm&siteLang=en_US)

NEW QUESTION: 88

Universal Containers would like to use a Chatter group for their mergers and acquisition team to collaborate on potential new projects. This group should not be visible for non-members to see or join, and can be accessed by invite only. Which Chatter Group type should the App Builder recommend?

- A. Unlisted Group

- B. Member Group
- C. Private Group
- D. Public Group

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 89

An app Builder creates an Account validation rule on the Industry field that will throw an error if the length of the field is longer than 6 characters. Another App Builder creates a workflow rule with a field update that sets the Industry field to Technology whenever the Billing City field is set to San Francisco. What will happen the next time a sales person saves an Account with a Billing City of San Francisco?

- A. The record will not save and no error message will be displayed
- B. The record will save but the Industry field will not change to Technology
- C. The record will save and the Industry field will change to Technology
- D. The record will not save and the validation rule's error message will be displayed

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 90

Which functions are available when creating a Roll-up Summary Field? (Choose four.)

- A. AVG
- B. SUM
- C. MIN
- D. MAX
- E. COUNT

Answer: B,C,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 91

Custom objects on the "detail" side of a master-detail relationship cannot have sharing rules.

- A. False
- B. True

Answer: A ([LEAVE A REPLY](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam!
PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As
Dumps, **40%OFF** Special Discount: **Exam-Tests**)

NEW QUESTION: 92

What is not a capability of the lead object? (Choose two.)

- A. Standard or Custom fields can be mapped to fields in the Account, Contact and Opportunity objects as part of lead conversion.
- B. Custom objects that have been related to a lead can be copied when a lead is converted to the account, contact or opportunity.
- C. Leads can be grouped into queues.
- D. Leads can be automatically assigned to users or queues.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 93

Universal Containers wants to automate a business process using workflow. They are aware that workflow rules may cause recursive behavior, and as a result certain actions will only cause workflow rules that didn't fire previously to be retriggered.

What workflow action might cause this behavior? (Choose two.)

- A. Workflow E-mails containing hard-coded links with Salesforce IDs referencing specific workflow rules.
- B. Workflow Tasks where the "Due Date" field is set to "Rule Trigger Date" minus X Days.
- C. Workflow Outbound Messages with the "Protected Component" field selected.
- D. Workflow Field updates with the "Re-evaluate Workflow Rules After Field Change" field selected.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 94

Universal Containers needs to set the record type for a converted lead's Account, Contact, and Opportunity based on the user who is converting the lead.

How can this be accomplished?

- A. Set the default record types for each Profile for Account, Contact, and Opportunity to the desired record type for converted records.
- B. Set the default record types for each Role for Account, Contact, and Opportunity to the desired record type for converted records.
- C. Set the master record types for each Role for Account, Contact, and Opportunity to the desired record type for converted records.
- D. Set the master record types for each Profile for Account, Contact, and Opportunity to the desired record type for converted records.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 95

Which type of relationship can be defined with external objects? Choose 2 Answers

- A. Cross Organizational Look-up
- B. Indirect Look-Up

C. External Master-Detail

D. External Look-Up

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 96

What can be done after workflow field re-evaluation?

A. Invalid data

B. Option 1

C. Out of hour limit (loop)

D. Trigger another rule

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 97

Which feature sets the base level of access to an object?

A. Organizational Wide Defaults

B. Profiles

C. Roles

D. Public Groups

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 98

When an opportunity has a discount of more than 40%, notify the CEO via e-mail and request sign-off. Provide a way for the CEO to leave comments.

Which tool would you use for the following use case?

A. Workflow

B. Approvals

C. Flow

D. Process builder

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 99

DreamHouse Realty (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. Field History Tracking records value changes of 255 characters or less.

B. Rich text field values of all lengths are displayed fully in reports.

C. Audit Trail is available through REST API extracts.

D. Data loss may occur when changing custom field types.

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 100

Universal Containers introduces a custom object called Service, which has a lookup to Account. Field enter Service using the Salesforce1 mobile app. Operators create new Service records when viewing Account name which needs to automatically display the current Account. How can this be accomplished?

- A. Create an action in the Service object and add it to the Account page layout
- B. Create an action in the Account object and add it to the Service page layout.
- C. Create an action in the Service object and add it to the Service page layout
- D. Create an action in the Account object and add it to the Account page layout.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 101

What is a self-relationship?

- A. A lookup to the global search.
- B. A lookup field to the user object.
- C. A relationship of account to opportunity owned by the same owner.
- D. A lookup field to the same object.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 102

Universal Containers needs the ability to generate contract documents. All the data required for a contract resides in a custom object. What is the recommended solutions?

- A. Select and install an AppExchange product to meet the contract generation needs.
- B. Create the HTML template for contracts and store it in the Public Folder.
- C. Store a template in the static resources and configure the Action Link Template to use it.
- D. Enable the contract feature and create a custom Contract template based on the Standard template.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 103

Which is correctly referencing a field on the Force.com custom object Position__c?

- A. [&Position__c.Status__c]
- B. {&Position__c.Status__c}
- C. [!Position__c.Status__c]
- D. {!Position__c.Status__c}

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 104

The app builder needs to change the data types of new custom fields. The app builder is not able to delete and recreate any of the fields, nor modify any apex code. Which data type change will require the app builder to perform the additional steps in order to retain existing functionalities?

- A. Changing the data type of a field used in an apex class from number to text.
- B. Changing the data type of a field used in a report from a text to an encrypted field
- C. Changing the data type of a field used as an external id from number to text.
- D. Changing the data type of a field used in lead conversion from number to text

Answer: C (LEAVE A REPLY)

If you change the data type of any custom field that is used for lead conversion, that lead field mapping will be deleted. If you change the data type of a custom field that is set as an external ID, choosing a data type other than text, number, or email will cause the field to no longer act as an external ID.

The option to change the data type of a custom field is not available for all data types. For example, existing custom fields cannot be converted into encrypted fields nor can encrypted fields be converted into another data type.

https://help.salesforce.com/apex/HTViewHelpDoc?id=notes_on_changing_custom_field_types.htm&language=en

NEW QUESTION: 105

Which use case can be accomplished using a custom link? Choose 3 answers

- A. Navigate to a process to update the current record
- B. Navigate to an Apex Trigger to update the current record
- C. Navigate to an external system using data in salesforce
- D. Navigate to a create a record page with field pre-populated
- E. Navigate to a custom visual flow to update the current record

Answer: A,C,D (LEAVE A REPLY)

NEW QUESTION: 106

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 unable to view the Account Interest records or the Interest records.
- B. Users will be unable to view Account records that have a related Account Interest record.
- C. 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.
- D. Users will be able to view the Account Interest records and will have read-only access to the Interest records.

Answer: B (LEAVE A REPLY)

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam! PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 107

Universal Containers 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 formula field on the Contact object > Set the value of the formula to ISPICKVAL(Account.Account_Region__c).
- B. 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.
- C. 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.
- D. Create a formula field on the Contact object > Set the value of the formula to TEXT(Account.Account_Region__c).

Answer: D (LEAVE A REPLY)

NEW QUESTION: 108

Which statement about record types is true? (Choose two.)

- A. Users cannot view records assigned to a record type their profile does not have access to.
- B. Record types can be used to define picklist values available for a given field.
- C. Record types can only be assigned to one profile at a time.
- D. The ability to create records of a specific record type is determined by the profile.

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 109

What is true regarding changing the field type of a rich text area?

- A. It is not possible to change the field type of a rich text area.
- B. Rich text area fields can be converted but only to a long text area field type.
- C. Rich text area fields can be converted to a text area field type but data may be truncate.
- D. Images in a rich text area are deleted when the field type is converted.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 110

Which statement is true about converting a lead? Choose 3 answers

- A. Users can convert leads that are associated with an active approval process.
- B. Multi-select picklist values on lead records overwrite values on the contact's corresponding field.
- C. Administrators may choose whether to enforce validation rules & triggers
- D. The lead's most recent campaign record is automatically applied to the "PRIMARY campaign source" field on the opportunity
- E. The system automatically maps standard lead fields to standard account, contact, and opportunity fields.

Answer: C,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 111

Which of the following descriptions about the Lightning Components framework is true?

- A. It uses a stateful client and stateless server architecture.
- B. It uses events to communicate data between components.
- C. It uses JavaScript on the client side and Apex on the server side.
- D. All of the above.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 112

When changing a field's data type, which scenario can you expect data loss? (Choose two.)

- A. Currency to Number
- B. Email to Text
- C. Text to Picklist
- D. Number to Text

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 113

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. Partial Data
- D. Developer Pro

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 114

What type of sandbox should you use for full performance and load testing?

- A. Developer
- B. Partial Copy

- C. Full Sandbox
- D. Developer Pro

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 115

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 116

Universal Containers needs to update a field on an Account when an Opportunity Stage is changed to Closed Lost.

Which two should be used to accomplish this requirement? (Choose two.)

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

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 117

In a data model object, A is related to B, B is related to C.

How will a developer create a report to include fields of A & C?

- A. Create lookup relationships between A, B and C.
- B. Report cannot be created.
- C. Create a custom report type with A, B and C, and use it in the report.
- D. Create a custom report with A and C fields as the relationship already exists.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 118

Which three field types should be referenced by a roll-up summary field using SUM? Choose 3 answers

- A. Date
- B. Number
- C. Percent
- D. Formula
- E. Currency

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 119

The app builder has just created a Visual Workflow for the VP of Service. Which two Flow be accessed by users? (Choose two.)

- A. From a Process
- B. Quick Action
- C. Custom Button
- D. Visual Workflow Launcher

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 120

Representatives at Universal Containers uses Salesforce to record information for new Leads. When new prospects are added, an outbound message is sent to SAP with the Lead's information.

What automation process will accomplish this without writing any code?

- A. Design an Approval Process that sends an outbound message upon approval.
- B. Use Flow to create a wizard that will send an outbound message.
- C. Create a Workflow Rule with an outbound message as the action.
- D. Create a process using Process Builder to send the outbound message.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 121

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

Answer: B ([LEAVE A REPLY](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam! PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 122

A user has requested a field that counts the number of child records associated with a custom object. These custom objects have a lookup relationship between each other.

Which feature would best accomplish this requirement?

- A. Roll-Up Summary Field
- B. Apex Trigger
- C. Visual Flow
- D. Lightning Process Builder

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 123

A manager wants to calculate the number of days an account has been last contacted through mail. Which field should be used to achieve this?

- A. Date Field
- B. Formula Field
- C. Number Field
- D. Rollup Summary Field

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 124

An app builder wants to show groups as the last navigation menu item in the salesforce1 mobile app. however, the app builder is not able to select groups as one of the items on the drop-down menu. What could cause this?

- A. Groups is showing up in the recent section and not in the navigation menu
- B. Groups is not included in the selecteCreate a criteria based sharing rule using the projects department that grd list for the navigation menu
- C. Groups is included in the smart search items but not on the navigation menu
- D. Groups cannot be the last item in the navigation menu.

Answer: ([SHOW ANSWER](#))

Groups Appears for organizations that have Chatter enabled. If you don't add this item to the navigation menu, groups are automatically included in the set of Smart Search Items instead and the Groups item is available from the Recent section.

https://developer.salesforce.com/docs/atlas.en-us.salesforce1.meta/salesforce1/customize_s1_nav_about.htm

NEW QUESTION: 125

You want to use an External Data Object Table from Heroku carrying Product Category information. The data need to be included in Salesforce and searchable.

What do you have to do before you can use the connection? (Choose three.)

- A. Choose "Include as index field".
- B. Press "Validate and sync".

- C. URL/choose the URL.
- D. Choose "Include in Salesforce searches" option.

Answer: B,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 126

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 a Chatter Group?

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 127

What is true regarding compact layouts? Choose 2 answers.

- A. Compact layouts support all field types
- B. Compact layouts must be configured for fields to be displayed in the record header
- C. If a user doesn't have access to a field it won't be displayed
- D. Compact layouts can be assigned to different record types

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 128

The app builder at Universal Containers has been asked to ensure that the Country field on the Account object is captured as the two letter abbreviation How can the app builder satisfy this requirement?

- A. Create a workflow rule that only allows the expected format.
- B. Create a validation rule to set values using an external data source
- C. Create a workflow rule to set values using an external data source.
- D. Create a validation rule that only allows the expected format

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 129

Universal container has included its orders as an external data object into Salesforce. You want to create a relationship between Accounts and the Orders object (one-to-many relationship) leveraging a key field for account which is on both external object and Account.

Which relationship do you create?

- A. External Lookup Relationship
- B. Hierarchical Relationship
- C. Indirect Lookup Relationship
- D. Master Detail Relationship

E. Lookup Relationship

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 130

An admin is trying to add a custom VF page to the mobile app quick navigation menu but can't. What might be the problem?

- A. The VF page references / fields that the user can't access
- B. A tab has not been created for the VF page
- C. The menu configuration has not been set up correctly for the VF page
- D. The smart search is not enabled for the VF page

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 131

The App Builder at Universal Containers has been asked to ensure that the Amount field is populated when the stage is set to Closed Won. What can be used to meet this requirement?

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 132

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

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 133

When using the Data Export Wizard to manually export data, you can only export data if _____.

- A. You are an Admin.
- B. You've installed a client application to export the data.
- C. Your data doesn't include attachments, images, or documents.
- D. Enough time has passed since your last export.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 134

A custom object named Assignment has a private sharing setting that grants access using hierarchies. The organization has a role hierarchy where the "Specialist" role reports to a "Manager" role which reports to a "Director" role. The director role is at the top of the role hierarchy. A user who is the manager role creates a new Assignment record. Who can send this record?

- A. The record owner and the specialists in their hierarchy
- B. The record owner and those above the specialist role in their hierarchy
- C. The record owner and the directors in their hierarchy.
- D. The record owner and the managers in their hierarchy

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 135

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 can an app builder implement this requirement?

- A. Create a roll-up summary field using support level on the account object
- 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 formula field on the case object using the TEXT function.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 136

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 ([LEAVE A REPLY](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam!
PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:

NEW QUESTION: 137

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. Path
- B. Workflow
- C. Chatter feed
- D. Global Action

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 138

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. `ISPICKVAL(StageName /'Closed Won") && (Scheduled_Ship_Date__c - CloseDate) > 14`
- C. `OR(ISPICKVAL(StageName /'Closed Won") && (Scheduled_Ship_Date__c - CloseDate) > 14, ISBLANK(Scheduled_Ship_Date__c))`
- D. `ISPICKVAL(StageName ="Closed Won") && (CloseDate-Scheduled_Ship_Date__c) > 14`

Answer: ([SHOW ANSWER](#)**)**

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 140

What type of data cannot be imported using the import wizard?

- A. Accounts and Contacts
- B. Custom Objects
- C. Leads
- D. Users

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 141

Universal Containers has purchased a Lightning Component on the Apple exchange.

In which two areas should Components be utilized?

- A. Flow Builder
- B. Salesforce Mobile App
- C. Standalone Lightning App
- D. Process Builder

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 142

Which social network is available in the Lightning Experience and Salesforce1?

- A. Facebook
- B. Twitter
- C. All of the above
- D. Klout
- E. LinkedIn

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 143

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 144

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

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 145

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 146

Universal Containers would like to show different values to different groups of users in a custom picklist field.

What should be configured?

- A. Record Types
- B. Page layouts
- C. Field-level security
- D. Permission sets

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 147

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. Use post action on the Account object.
- C. Use Chatter actions to create tasks to complete.

D. Set up new public Chatter groups.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 148

In order to delete the Opportunities, Universal Containers would like sales reps to submit requests for approval from their sales manager. What can be used to meet these requirements?

- A. Approval Process with Apex Trigger.
- B. Two-step Approval process.
- C. Process Builder with Submit for Approval action
- D. Approval Process with Time-Dependent workflow action.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 149

Currently defined picklist values are retained when you change a picklist to a multi-select picklist.

- A. False
- B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 150

You have Custom Object A & Custom Object B; a record has to be created on B once certain criteria is met A.

How can this be achieved?

- A. Lightning Process on Object B
- B. Workflow Rule
- C. APEX Trigger on Object B
- D. Lightning Process on Object A

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 151

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

D. 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"))))

Answer: A,C (LEAVE A REPLY)

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam! PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 152

Universal Containers sales reps can modify fields on an opportunity until it is closed. Only the sales operation team can modify the post closed follow-up dates and post closed follow-up comments fields. How can these requirements be met?

- A. Use multiple record types, page layouts and profiles.
- B. Use field-level security on page layouts to restrict editing fields
- C. Use field level security to mark fields as read only on the sales profile
- D. Use record types with field sets and restrict editing fields using field-level security.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 153

If a field update for Rule1 triggers Rule2, and a field update for Rule2 triggers Rule1

- A. Loop is allowed to run 25 times within one hour. If it does not end on its own the process will be stopped by R&D.
- B. The updates create a loop and the org limits for workflow time triggers per hour will likely be violated.
- C. The updates create a loop and the org be blocked until the admin resolves the issue.
- D. When the second trigger is saved an Imminent Loop Error message will be displayed and the workflow rule update will not save.

Answer: (SHOW ANSWER)

NEW QUESTION: 154

The VP of Sales has requested that Account Site information should be visible on all Opportunity records.

What is the recommended solution to meet this requirement?

- A. Workflow Rule

- B. Process Builder
- C. Roll-Up Summary Field
- D. Cross-Object Formula Field

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 155

In Salesforce Classic, Universal Containers provides access to Salesforce for their Customer Support and Sales Operations teams. Management wants to ensure that when users log in, their home tab provides access to links and documentation that are specifically relevant to their team's function.

How can this requirement be met?

- A. Create three home page custom components and three layouts; assign users by team.
- B. Create two home page custom components and two layouts; assign to users by profile.
- C. Create two home page custom components and two layouts; assign to users by team.
- D. Create three home page custom components and three layouts; assign user by profile.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 156

An app builder needs to change the data types of a few custom fields. The appbuilder is not able to delete and recreate any of the fields, nor modify any apexcode. Which data type change will require the app builder to perform additional steps in order to retain existing functionality?

- A. Changing the data type of a field used in a report from text to an encrypted field
- B. In lead conversion from number to text
- C. In an apex class from number to text
- D. As an external ID from number to text

Answer: ([SHOW ANSWER](#))

<https://help.salesforce.com/apex/HTViewHelpDoc?>

[id=notes_on_changing_custom_field_types.htm&language=en_US](https://help.salesforce.com/apex/HTViewHelpDoc?id=notes_on_changing_custom_field_types.htm&language=en_US) If you change the data type of any custom field that is used for lead conversion, that lead field mapping will be deleted. You would have to recreate the field mapping, this satisfies the requirements.

NEW QUESTION: 157

A manager wants to calculate the number of days since an account was last contacted through e-mail.

What field type should be used to accomplish this?

- A. Number
- B. Roll-up summary
- C. Formula
- D. Date

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 158

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

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 159

Which is true about encrypted fields?

- A. Encrypted fields can be converted to other field types.
- B. A custom field can be converted to an encrypted field.
- C. They are available in Validation Rules or Apex Scripts even if the user is not having the permission "View Encrypted Data".
- D. In Email Templates, if an encrypted field needs to be displayed without the mask character, the User who receives the email should have the View Encrypted Data permission.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 160

Universal Containers needs to send an Outbound Message to an external system when a record has been updated.

What is the recommended feature to meet this requirement?

- A. Lightning Connect
- B. Workflow
- C. Process Builder
- D. Flow Launcher

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 161

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

Choose 2 answers

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

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 162

An app builder would like to streamline the user experience by reflecting summarized calculations of specific fields on various objects.

Which three field types could be used in roll-up summary fields to accomplish this? (Choose three.)

- A. Checkbox
- B. Currency
- C. Date
- D. Percent
- E. Time

Answer: B,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 163

At Ursa Major Solar 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. URL
- C. Rich Text Area
- D. Multi-Select Picklist

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 164

DreamHouse Realty wants to track how many lifts are being installed into customer garages. The To Be Installed custom checkbox field on the custom Lift object should be checked and an external system should be notified via an outbound message the next day when a lift is sold.

What automation tool should be used to complete this task?

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 165

UVC has two types of customer support processes: Platinum and Diamond. The App Builder created separate record types for each process on the Case Object. The customer support team should not be able to create new cases with the Diamond record type. How can this requirement be met?

- A. Update the profile to remove the Diamond record type from the support team

- B. Update the OWD to private
- C. Remove the ability for the support team to create new case records
- D. Make the record type hidden to all users and then use sharing rules to share it

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 166

What metadata changes can be made directly in a production environment without deploying from sandbox? Choose 2 answers

- A. Apex Classes
- B. Visualforce Pages
- C. Validation Rules
- D. Apex Triggers

Answer: B,C ([LEAVE A REPLY](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam! PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 167

What is a feature that can extend record access beyond the organization-wide defaults? Choose 2 Answers

- A. Owner-based sharing rules.
- B. Dynamic role hierarchy
- C. Public or private groups.
- D. Criteria-based sharing rules.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 168

Sales rep 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 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. Use path and set pre-defined values
- D. Add a compact layout to contacts

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 169

Which sandbox is used for performance testing?

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 170

An admin is trying to add a custom VF page to the mobile app quick navigation menu but can't. What might be the problem?

- A. VF page doesn't have a tab.
- B. VF page has fields that profile can't access.
- C. Menu hasn't been configured for VF page.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 171

Which type of component CANNOT be added to a Lightning App Builder page?

- A. Filter List
- B. Visualforce
- C. Dashboards
- D. Global Actions

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 172

A sales manager would like to look at an Account record and view charts of all the related open opportunities, closed/won opportunities, and open cases.

How many report charts can be added to the Account page layout to meet this requirement?

- A. 3
- B. 4
- C. 2
- D. 1

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 173

What is not true regarding relating Tasks and Events to other objects?

- A. Accounts are associated via the WhatID or AccountID.
- B. Assets are associated via the WhatID.
- C. Contacts are associated via the WhatID.
- D. Custom Objects are associated via the What ID.

E. Leads are associated via the WhoID.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 174

Universal container has a custom object for shipping information. They have to ship to both businesses and consumers. They need to show additional values in the custom field called insurance type for business shipping records. How can this be set up?

- A. Create a multi-select pick-list field.
- B. Use Record type with single page layout.
- C. Create multiple picklist fields on the object
- D. Use record types with multiple page layout

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 175

An app builder creates an Account validation rule on the Industry field that will throw an error if the length of the field is longer than 6 characters. Another app builder creates a workflow with a field update that sets the Industry field to Technology whenever the Billing City field is set to San Francisco.

What will happen the next time a sales person saves an Account with a Billing City of San Francisco?

- A. The record will not save and no error message will be displayed.
- B. The record will not save the validation rule's error message will be displayed.
- C. The record will save but the Industry field will not change to Territory.
- D. The record will save and the Industry field will change to Technology.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 176

In a master-detail relationship scenario, the fields of the parent object need to be displayed in the related list.

How will a developer achieve this design?

- A. Validation rule
- B. Assignment rule
- C. Workflow rule
- D. Cross-object formula field

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 177

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 App Manager.
- C. For use in Lightning App Builder.
- D. For use on the utility bar.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 178

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 179

An app builder has been requested to extend record access beyond the organization-wide defaults configured.

Which two features satisfy this requirement? (Choose two.)

- A. Using Sharing Rules.
- B. Using Public Groups.
- C. Using Manual Sharing Rules.
- D. Using Dynamic Role Hierarchy.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 180

An app builder has been asked to integrate Salesforce with an external web service. The web service must be notified every time an Opportunity is Won.

Which two can satisfy this requirement? (Choose two.)

- A. Use a process and an outbound message.
- B. Write a trigger to use Apex Managed Sharing to grant access with the Process Improvement team.
- C. Use a process and Apex code.
- D. Use a workflow rule and an outbound message.

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 181

UVC wants their Field Sales team to only see the accounts that they own. Separate North American and European marketing teams should only see accounts in their respective regions. The Inside Sales Team needs to see all accounts in Salesforce. How can this be accomplished?

- A. Set the OWD to Private for accounts. Create permission sets for each Marketing team, and create an Inside Sales team profile with the "View All" setting for accounts
- B. Set the OWD to Public for accounts. Create profiles for each Marketing team, and create an Inside Sales Team role that is at the top of the Role Hierarchy
- C. Set the OWD to Public for all accounts. Create criteria-based sharing rules for each Marketing Team, and create an Inside Sales Team permission set with the "View All" settings for accounts
- D. Set the OWD to Private for all accounts. Create Criteria-based sharing rules for each Marketing Team, and create an Inside Sales Team Profile with the "View All" setting for accounts

Answer: ([SHOW ANSWER](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam! PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (**290 Q&As** Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 182

Universal Containers provides access to Salesforce for their sales, service and marketing teams. Management wants to ensure that when users log in, their home tab provides access to links and documentation that are specifically relevant to their job function.

How can this requirement be met?

- A. Expose specific elements within a home page custom components determined by profile.
- B. Create separate home page custom components and layouts; assign to users by profile.
- C. Expose specific elements within a home page custom component determined by role.
- D. Create separate home page custom components and layouts; assign to users by role.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 183

A custom field on an account is used to track finance information about a customer. Only members of the Finance Team have access to this field.

However, the business wants to allow one customer service agent, who is assigned the customer service profile, read-only access to this field for special circumstances.

What is the recommended solution to grant the customer service agent access to the field?

- A. Update the Customer Service Profile already assigned to the agent to allow for read-only access to the field via Field Level Security.
- B. Update the custom field's Field Level Security in setup to allow the agent read-only access to the field.

C. Create a new profile to allow for read-only access to the field via Field Level Security and assign it to the agent.

D. Create a permission set that allows read-only access to the field via Field Level Security and assign it to the agent.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 184

To leverage flows you need to _____.

A. Have Run Flows permission enabled.

B. Have access to the Visualforce page the flow uses.

C. The flow must be active.

D. All of the above.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 185

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 two.)

A. Update the account search layouts search filter fields.

B. Update the account search layouts search results columns displayed.

C. Update the account search layouts list view filter settings.

D. Update the account search layouts accounts tab columns displayed.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 186

Which of the following are advantages to using Lightning Process Builder over Workflow rules? (Choose two.)

A. Solutions may have more than one outcome.

B. Solutions run faster.

C. There are more actions available to you.

D. Lightning Process Solutions are bulkified while Workflow rules are not.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 187

Indirect lookup relationship fields can be created on external objects only.

A. False

B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 188

What is a user case for validation rules?

- A. Restrict partner Lead visibility to the channel sales team.
- B. Prevent deals with less than a 10% discount from entering.
- C. Prevent non-managers from joining a private Chatter Group.
- D. Ensure Zip/Postal Codes are entered in the correct format.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 189

What is a section of the Lightning App Builder Tool? Choose 3 Answers

- A. Mini Page Layout
- B. Components
- C. Mobile Cards
- D. Selected Publisher Actions
- E. Canvas

Answer: B,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 190

Which of these statements is true for Lightning Connect?

- A. It can be used with any data source that supports OData 2.0.
- B. External data is read in real time when you request it.
- C. All of the above.
- D. No external data is imported into your Salesforce org.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 191

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

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 192

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 193

Universal Containers has a workflow on opportunity that will change the status field to "In Progress" when the Stage field is changed "Negotiation." In addition, there is a validation rule on Status that will prevent the status being set to "In Progress" if the amount of the opportunity is less than \$10,000. A user named Frank does not have FLS to see status. When Frank changes opportunities to a stage of "Negotiation" the status is still being changed to "In Progress", why is this occurring?

- A. Field Level Security prevents the validation rule from running.
- B. Workflow rules cannot trigger a validation rule
- C. Workflow rules occur after validation rules and thus override validation rules.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 194

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

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 195

Which statement is true when using record types to control picklist value. (Select 2)

- A. If a record type is renamed, then the list of values included in that record type are also changed to newly renamed record types
- B. If a picklist value is added to the master picklist, then the new value must be manually included in the appropriate record types

- C. If a picklist value is removed from the master, then it is no longer available when records assigned to that value are unchanged
- D. If values are added to the Opportunity Stage, Case Status, and Lead Status fields, then the values must be manually adjusted for each record type

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 196

ABC Company has a custom object "Service" which has a lookup relationship to Account. ABC Company wants to enhance Salesforce1 with an action that allows account managers to enter a new service to an Account while looking at the account.

What should be done?

- A. Enter an object specific action to Service and put it in the Service Layout.
- B. Enter an object specific action to Account and put it in the Account Layout.
- C. Enter an object specific action to Service and put it in the Account Layout.
- D. Enter an object specific action to Account and put it in the Service Layout.

Answer: B ([LEAVE A REPLY](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam! PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 197

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 198

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

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 199

What is a true statement regarding roll-up summary fields? Choose 2 answers

- A. The roll-up summary field inherits the field - level security of the child object
- B. Multi-select picklist fields can be used in the field column of roll-up summary filters.
- C. Changes to the value of a roll-up summary field column of roll-up summary filters.
- D. Roll-up summary fields can only be created on the master of a master-detail relationship.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 200

Universal Containers has two types of customer support processes: Platinum and Diamond. The app builder created separate record types for each process on the Case object. The customer support team should not be able to create new cases with the Diamond record type.

How can this requirement be met?

- A. Update the organization-wide defaults to private.
- B. Remove the ability for the support team to create new case records.
- C. Make the record type hidden to all users and then use sharing rules to share it.
- D. Update the profile to remove the Diamond record type from the support team.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 201

When a user creates a record by using an object-specific create action, what feed item for that record appears? (Choose 3 answers)

- A. As the first entry in the feed for the new record
- B. In the user profile feed for all users who can view the record
- C. In the feed for the record on which the new record was created
- D. In the Chatter feed of the user who created the record
- E. In the Chatter feed of the first user who follows the record on which the record was created

Answer: A,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 202

What is a true statement in regards to managing access to reports and dashboards? Choose 2 answers

- A. Users must have certain permissions to access public, hidden, or shared folder.
- B. Users with the "Manage Public Reports" and "Create and Customize Reports" permissions can create custom reports that all users can view.
- C. Users that want to grant access to personal folders can manually share a personal folder with a user or public group.
- D. Users with the "Manage Public Reports" permission can organize reports by creating custom report folders and sending invitations to users to access them.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 203

Object A has a lookup to object B.

Which of the following statements are true? (Choose two.)

- A. Fields of both B and A are accessible from object A.
- B. Fields of object A can be accessed from object.
- C. Fields of object B can be accessed from object A.
- D. Fields of both A and B are accessible from object.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 204

The VP of account management at Universal Containers has requested that all contacts mailing postal codes match the associated accounts shipping postal code. How can this be enforced using validation rules?

- A. Create a validation rule using a compare operator
- B. Create a validation rule using the geolocation() function
- C. Create a validation rule using the distance() function
- D. Create a validation rule using a not equal operator

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 205

Universal Containers allows users to create standard reports on demand.

What are three considerations users should be aware of when creating a new report?

Choose 3 answers

- A. Records will be available in the report regardless of security permissions
- B. Charts can be added to summary reports to provide a visualization.
- C. Users can require that child objects exist for parent records using a cross filter.
- D. Users will need to add the report to a shared folder for other users to see it.
- E. The report type determines the types of records and fields that will be available.

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 206

Launch a troubleshooting wizard from a button, at the end of which a knowledge article is created if it'd be helpful to other users.

Which tool would you use for the following use case?

- A. Flow
- B. Approvals
- C. Workflow
- D. Process builder

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 207

What is a true statement when deleting a dashboard?

- A. Deleting a dashboard requires a user to first edit the components to remove the underlying reports.
- B. Deleting a dashboard does not move the dashboard to the Recycle Bin and therefore the dashboard cannot be recovered.
- C. Deleting a dashboard also deletes the components within it as well as the custom reports used by the components.
- D. Deleting a dashboard also deletes the components within it. It does not delete the custom reports used by the components.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 208

accounts and a secondary master detail relationship with contacts. The app builder has requirement to change the primary master relationship to lookup. What happens to the master detail relationship with contacts?

- A. The contacts master detail becomes the primary
- B. The contacts master detail also converts to lookup
- C. The contacts master detail field is deleted from the object
- D. The contacts master detail values are cleared from invoice

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 209

The app builder at Universal Containers has been asked to ensure that the Country field on the Account object is captured as the two-letter abbreviation.

How can the app builder satisfy this requirement?

- A. Create a workflow rule that only allows the expected format.
- B. Create a validation rule to set values using an external data source.
- C. Create a workflow rule to set values using an external data source.
- D. Create a validation rule that only allows the expected format.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 210

UVC wants to automate a business process using workflow. They are aware that workflow rules may cause recursive behavior, and as a result certain actions will only cause workflow rules that didn't fire previously to be retriggered. Which workflow action might cause this behavior?

- A. Workflow Emails containing hard coded links with Salesforce IDs referencing specific workflow rules
- B. Workflow Field Updates with the "Re-evaluate Workflow Rules After Field Changes" field selected
- C. Workflow Outbound messages with the "Protected Component" field selected
- D. Workflow Tasks where the "Due Date" field is set to "Rule Trigger Date" minus X days

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 211

Identify the field update limitations. (Choose three.)

- A. Read-only fields like formula or auto-number fields aren't available for field updates.
- B. Field updates that are executed as approval actions don't trigger workflow rules.
- C. The results of a field update can't trigger additional rules such as validation, assignment, auto-response, or escalation rules.
- D. In a batch update, workflow is re-triggered on all entities where there is a change.

Answer: A,B,C ([LEAVE A REPLY](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam!
PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As
Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 212

Universal Containers wants to streamline its data capture process by linking fields together. They wish to do this so that the available value on dependents fields are driven by value selected on controlling fields. Which consideration supports the stated requirements? Choose 3 answers

- A. The import wizard only allows value to be imported into a dependent picklist if they match the appropriate controlling field
- B. Checkbox fields can be controlling fields but not dependent fields
- C. Multi select picklist can be dependent picklist but not controlling fields
- D. Standard and custom picklist fields can be dependent fields.
- E. Custom picklist field can be either controlling or dependent field

Answer: B,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 213

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

Which category handles bug fixes and simple changes?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 214

Universal Containers (UC) wants to delete data in several fields for 5000 lead records. UC exports 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. Select insert null values in setting
- C. Use Import Wizard to update leads using the CSV file
- D. Use Data Loader to update leads using the CSV file

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 215

Which two options are available to an app builder when defining an object-specific Create Record custom action? (Choose two.)

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

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 216

What is true about Workflow rules? (Choose all that apply.)

- A. Workflow rules can't be triggered by campaign statistic fields, including individual campaign statistics and campaign hierarchy statistics.
- B. Workflow rules only trigger on converted leads if validation and triggers for lead convert are enabled in your organization.
- C. Workflow rules trigger automatically and are visible to the user.
- D. Saving or creating records can trigger more than one rule.

Answer: A,B,D ([LEAVE A REPLY](#))

NEW QUESTION: 217

A custom field contains a feedback score which is on a scale of one to five. Endusers would like a visual indicator of one to five stars based on the number found in the feedback score customer field.

- A. Formula
- B. Use a custom image
- C. Text
- D. Number

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 218

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 219

Identify the standard Lightning components. (Choose four.)

- A. Visualforce Page
- B. Reports
- C. List View
- D. Dashboards
- E. Rich Text

Answer: A,B,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 220

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. Object Settings
- B. Chatter Feed Tracking
- C. Chatter Settings
- D. Approval Process Settings

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 221

The app builder at UVC has been asked to ensure that the amount field is populated when the stage is set to closed won. What can be used to meet this requirement?

- A. Approval process

- B. Lighting process builder
- C. Workflow
- D. Validation rule

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 222

Universal Containers 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. What is the recommended solution to configure this automation behavior?

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 223

The marketing team at Universal Containers has a list of 400 leads they would like to upload to Salesforce. They need to avoid creating duplicate records.

Which two actions should be taken to meet this requirement? (Choose two.)

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

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 224

An app builder needs to change the data types of a few custom fields. The app builder is not able to delete and recreate any of the fields, nor modify any Apex code.

What data type change will require the app builder to perform additional steps in order to retain existing functionality?

- A. Changing the data type of a field used in a report from text to an encrypted field.
- B. Changing the data type of a field used in an Apex class from number to text.
- C. Changing the data type of a field used in lead conversion from number to text.
- D. Changing the data type of a field used as an External ID from number to text.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 225

Which two should be considered when creating unmanaged packages? (Choose two.)

- A. Publishing an application for sale on the AppExchange.
- B. Distributing open-source projects on the AppExchange.
- C. Deploying from a Developer Edition environment.
- D. Distributing upgradeable components to other Salesforce orgs.

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 226

Universal Containers' CEO has asked that all deals with more than a 40% discount get automatically sent to the VP of Finance. He will review these details without the sales rep needing to take action.

Which two ways can this be accomplished without building code? (Choose two.)

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

Answer: B,C (LEAVE A REPLY)

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam!
PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (**290 Q&As** Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 227

What is not a possible action of the Lightning Process Builder?

- A. Send an Outbound message
- B. Trigger a Flow
- C. Update a record
- D. Trigger APEX

Answer: A (LEAVE A REPLY)

NEW QUESTION: 228

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

- A. Create a process builder to prompt the user for filed information

- B. Add the path component to the lightning record type
- C. Set page layout required fields based on the current stage
- D. Define record type and page payouts for each stage

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 229

Properly installing managed packages helps prevent conflicts with customizations made by customers and partners.

What functionality should be used to set up packages?

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 230

Actions on a Lightning Page allow you to do which of the following?

- A. Send email and delete or clone records.
- B. Clone records, add users, and assign permissions.
- C. Send email, create a task, and create or update records.
- D. Send email, send outbound messages, and launch a flow.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 231

Which statement is true when defining a Create custom action for the Contact object? (Choose two.)

- A. The create action will respect validation rules.
- B. The create action will ignore field requirements.
- C. The create action allows a user to select a record type.
- D. The create action can pre-define Contact field values.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 232

Which three are features of the Custom Button? (Choose three.)

- A. Custom Button can reference an external app.
- B. Custom Button is available for Person Account.
- C. Custom Button with Javascripts enhance Lightning Experience.
- D. Custom Button display at the top and bottom of a page.
- E. Custom Button is available for User Object.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 233

Cloud Kicks wants to know the total value of all won Opportunities for Accounts and display it on the record.

What type of summary should the app builder use in the roll-up summary field?

- A. Min
- B. Count
- C. Sum
- D. Q Max

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 234

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

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 235

What type of relationships can you create on External Objects? (Choose all that apply.)

- A. Indirect lookup
- B. Lookup
- C. Direct lookup
- D. All of the above
- E. External lookup

Answer: A,B,E ([LEAVE A REPLY](#))

NEW QUESTION: 236

Which three are true about converting a tabular, summary, or matrix report to a joined report? (Choose three.)

- A. Bucket fields are not supported in joined reports.
- B. The Rows to Display filter is not supported in joined reports.
- C. Cross filters are not supported in joined reports.
- D. Report formula fields are not supported in joined reports.
- E. Joined report blocks are formatted as matrix reports.

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 237

An app builder has been to display an overdue date that is two months after a task's due date. Which approach should the app builder take?

- A. Use process builder and set overdue date equal to $\text{DueDate} + ((365/12)*2)$
- B. Create a formula field using $\text{DueDate} + 60$
- C. Use process builder and set overdue Date equal to $\text{DueDate} + 60$
- D. Create a formula field using the `ADDMONTHS ()` function

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 238

What should be done to create a custom field from the Schema Builder?

- A. In the canvas, right-click an object and select "New Field".
- B. From the Elements tab, drag a field type onto the canvas.
- C. From the Objects tab, select New>Field.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 239

Which two statements are true about an External ID field? Choose 2 answers

- A. The field must contain at least one number and at least one letter.
- B. The field can be used to contain unique record identifiers from a system outside of Salesforce.
- C. The field must be unique since duplicates are NOT allowed within Salesforce.
- D. The field can be unique based on case-sensitive or case-insensitive values.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 240

Universal Containers would like to embed a chart of all related Opportunities, by stage, on the Account detail page. Which type of report should the App Builder create to add to the Account page layout?

- A. A summary report on the Opportunity object.
- B. A tabular report on the Opportunity object.
- C. A summary report on the Account object.
- D. A tabular report on the Account object.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 241

Universal Containers is setting up Salesforce for the first time. Management wants the sales and marketing have different navigation menus in the Salesforce 1 mobile app. Which option is available for an App Builder to satisfy this requirement?

- A. Create public group for Sales and Marketing and create mobile navigation menus for each group
- B. Create mobile navigation menus for both sales and marketing profile

- C. Create roles for sales and marketing and assign a custom home page layout for each profile
- D. Create mobile navigation menus for both sales and marketing profile

Answer: ([SHOW ANSWER](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam!
PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:
<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As Dumps, **40%OFF Special Discount: Exam-Tests**)

NEW QUESTION: 242

ABC Company want to store an area code and wants to be able to search for it in searches. Which are possible fields to store the data? (Choose two.)

- A. Email
- B. Text
- C. Multi Picklist
- D. Phone

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 243

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 244

For an external object relationship, you can create a lookup relationship.

What type of object(s) can be the parent?

- A. Standard or Custom
- B. Custom
- C. Standard or External
- D. External

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 245

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, and should have read and write access to all Opportunities.

Which two are recommended solutions for the app builder to give the users appropriate access? (Choose two.)

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

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 246

Which statement is true about an external id field? Choose 2 answers

- A. The field must be unique since duplicates are not allowed within salesforce
- B. The field can be unique based on case-sensitive or case-insensitive values.
- C. The field contains unique records identifiers from a system outside of salesforce
- D. The field must contain at least one number and at least one letter

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 247

UVC uses a custom object to track open job positions. They would like to automatically post updates on a record's feed whenever a position stage is changed. Which social feature can be used to accomplish this.

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 248

You should use a Validation rule if _____. (Choose two.)

- A. You are close to the maximum number of lookup filters allowed.
- B. You want to improve user efficiency by limiting the number of available options in a lookup search dialog.
- C. You must implement a complex business rule that requires you to use a formula. Formulas can reference fields that basic filter criteria can't reference, such as fields on the parent of the source

object. Formulas can also use functions. For example, use ISNEW if the rule should only apply on record creation, or ISCHANGED if the rule should apply when a field changes.

D. You want to improve user efficiency by automating filters on lookup search dialogs that your users manually set.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 249

Ursa Major Solar wants to convert the relationship between Galaxy and Star from a lookup relationship to a master-detail relationship so each Galaxy record can be equipped with a roll-up summary count of Star records.

Which two considerations should be made?

Choose 2 answers

A. The Galaxy object is required to contain existing roll-up summary fields.

B. The Star records are all required to have an existing value in their Galaxy field.

C. The Star object has fewer than two existing master-detail relationships.

D. The Galaxy object has fewer than two existing master-detail relationships.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 250

Universal con has purchased a lighting component on the appExchange. Where can that component be utilized? (Choose 2)

A. Visual workflow

B. Salesforce1 mobile app

C. Salesforce lighting app

D. Lightning process builder

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 251

Universal containers is importing 1000 records into Salesforce. They want to avoid any duplicate records from being created during the import. How can these requirements be met?

A. When importing the file, select the "Prevent Duplicates" option on the last step of the Import Wizard and import the file.

B. Include a column in the import file that has either record names, Salesforce IDs, or external IDs that can be used to match records.

C. After importing all of the custom objects, run a duplicate check report, export the record to a CSV File, and run a mass delete to purge any duplicates.

D. After importing all of the custom objects, review all records created and manually merge or delete and duplicate record

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 252

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 Chatter Group?

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

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 253

Which two field types can be referenced by a Roll-Up Summary field using MIN or MAX?
Choose 2 answers

- A. Percent
- B. Formula
- C. Date/time
- D. Checkbox

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 254

All of the following are advantages of the Schema Builder except _____.

- A. You can view fields and relationships for custom, but not standard objects.
- B. All object and field relationship details are available from one screen.
- C. Schema Builder shows details like field values, required fields, and how objects are related.
- D. It's easy to build objects and fields directly from the Schema Builder, allowing you to visualize and change relationships with ease.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 255

Which of the following can be source of report chart placed in page layout?(Choose 2)

- A. Summary
- B. Tabular
- C. Joined
- D. Matrix

Answer: ([SHOW ANSWER](#))

Valid CRT-403 Dumps shared by PrepPdf.com for Helping Passing CRT-403 Exam!
PrepPdf.com now offer the **newest CRT-403 exam dumps**, the PrepPdf.com CRT-403 exam **questions have been updated** and **answers have been corrected** get the **newest** PrepPdf.com CRT-403 dumps with Test Engine here:

<https://www.preppdf.com/Salesforce/CRT-403-prepaway-exam-dumps.html> (290 Q&As
Dumps, **40%OFF** Special Discount: **Exam-Tests**)