

## Salesforce.CRT-403.v2023-03-06.q219

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|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|
| Exam Code:                                                                                                                                                                                  | CRT-403                                                  |
| Exam Name:                                                                                                                                                                                  | Prepare for your Platform App Builder Certification Exam |
| Certification Provider:                                                                                                                                                                     | Salesforce                                               |
| Free Question Number:                                                                                                                                                                       | 219                                                      |
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| # of views:                                                                                                                                                                                 | 3403                                                     |
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| <a href="https://www.freeqas.com/qa/Salesforce/CRT-403/Salesforce.CRT-403.v2023-03-06.q219.html">https://www.freeqas.com/qa/Salesforce/CRT-403/Salesforce.CRT-403.v2023-03-06.q219.html</a> |                                                          |

### NEW QUESTION: 1

In order to delete 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. Two-step Approval Process.
- B. Approval Process with Time-Dependent Workflow action.
- C. Approval Process with Apex Trigger.
- D. Process Builder with Submit for Approval Action.

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

### NEW QUESTION: 2

A sales manager would like to look at an account record and view charts of all of 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. 2
- C. 1
- D. 4

Answer: ([SHOW ANSWER](#))

You can have two report charts per page.

You can only add report charts from the enhanced page layout editor. The mini console and the original page layout editor are not supported.

On detail pages, users can refresh up to 100 report charts every 60 minutes.

Your organization can refresh up to 3,000 report charts every 60 minutes.

[https://help.salesforce.com/HTViewHelpDoc?id=reports\\_embed\\_limits.htm&language=en\\_US](https://help.salesforce.com/HTViewHelpDoc?id=reports_embed_limits.htm&language=en_US)

### NEW QUESTION: 3

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

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

#### **NEW QUESTION: 4**

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

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

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

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

#### **NEW QUESTION: 5**

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

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

#### **NEW QUESTION: 6**

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

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

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

### NEW QUESTION: 7

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

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

Answer: (SHOW ANSWER)

### NEW QUESTION: 8

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

Answer: (SHOW ANSWER)

### NEW QUESTION: 9

Recursive triggers may cause your organization to exceed its limit for workflow time triggers per hour.

- A. False
- B. True

Answer: B (LEAVE A REPLY)

### NEW QUESTION: 10

Universal Containers has a Lightning record page that supports both the mobile app and desktop. An app builder has downloaded a custom Lightning component from AppExchange, but users are unable to view the component on mobile devices.

What can be the issue?

- A. The record page needs to be activated.
- B. The component needs to be activated.
- C. The record page template is unable to support mobile devices.
- D. The component has been developed for Desktop Pages.

Answer: D (LEAVE A REPLY)

### NEW QUESTION: 11

What salesforce functionality is ignored when processing field updates in workflow rules and approval processes? Choose 3 answers

- A. Decimal Places and Character Limits
- B. Multiple Currencies
- C. Field Level Security
- D. Validation Rules
- E. Record Type Picklist Value Assignments

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

#### NEW QUESTION: 12

Cloud Kicks wants to make sure that users without the Marketing role are unable to update the Contact Retail Opt In picklist field to Yes.

What validation rule would an app builder use to prevent other users from making this update?

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

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

#### NEW QUESTION: 13

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

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

#### NEW QUESTION: 14

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

How should an app builder implement this requirement?

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

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

#### NEW QUESTION: 15

The VP of Sales at Universal Containers has requested that Sales reps be given access to view all Accounts in Salesforce. However, they've also requested that sales reps only be allowed to create new Opportunities on Accounts they own. How can this requirement be met?

- A. Set the Organization-Wide Defaults sharing on Opportunities to Controlled by Parent.
- B. Create a new Opportunity Quick Action that validates Account ownership.
- C. Create an Opportunity Validation Rule that compares the Opportunity and Account Owners
- D. Set the Organization-Wide Defaults sharing on Opportunities to Private and recalculate sharing.

Answer: (SHOW ANSWER)

#### NEW QUESTION: 16

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

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

Answer: D (LEAVE A REPLY)

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#### NEW QUESTION: 17

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

Answer: C,D (LEAVE A REPLY)

#### NEW QUESTION: 18

Universal Containers uses a private Account sharing model. They have a Process Improvement team with representatives from multiple departments that need s to view all accounts that have been flagged as problem accounts. How should this team be granted access to the records?

- A. Use a record owner sharing rule that is shared with the Process Improvement role
- B. Option 5
- C. Write a trigger to use Apex Managed Sharing to grant access with the Process Improvement team
- D. User a record Owner sharing rule that is shared with the Process Improvement public group
- E. Use a criteria-based sharing rule where the account are shared with the Process Improvement public group

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

#### NEW QUESTION: 19

The app builder at Universal Containers has been asked to ensure that when an Opportunity record exceeding \$20k is being saved, details have been captured in the Comments field.

What can be used to meet this requirement?

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

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

#### NEW QUESTION: 20

What is a true statement regarding master-detail relationships? Choose 3 answers

- A. Master-detail relationships cannot be converted to a look-up relationship
- B. Standard objects can be on the detail side of a custom object in a master-details relationship
- C. A master-detail relationship cannot be created if the custom object on the detail side already contains data
- D. Deleting a master record in a master-detail relationship deletes all related detail records
- E. Master-detail relationship can be convert to a lookup relationship if no roll-up summary fields exist on the master object

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

#### NEW QUESTION: 21

Universal Containers conducts evaluations of its sales reps using a custom object consisting of numerical scores and executive comments. The company wants to ensure that only the sales reps, their managers, and their manager's executives can view the rep's evaluation record, but the reps should not be able to view the executive comment fields on their review.

How can these requirements be met?

- A. Use a private sharing model granting record access using hierarchy; manage field access with field-level security.

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

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

#### **NEW QUESTION: 22**

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

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

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

#### **NEW QUESTION: 23**

Representatives at Universal Containers use Salesforce to record information for leads. When new prospects are added, an outbound message is sent to SAP with lead's information. Which automation process will accomplish this without writing any code?

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

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

#### **NEW QUESTION: 24**

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 TEXT(Account.Account\_Region\_\_c).
- B.** 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.
- C.** Create a formula field on the Contact object > Set the value of the formula to ISPICKVAL(Account.Account\_Region\_\_c).
- D.** 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.

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

#### **NEW QUESTION: 25**

Which two standard Lightning page components are available in the Lightning App Builder?

Choose 2 answers

- A. Accordion
- B. Path
- C. Highlights Panel
- D. Quick Text

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

#### NEW QUESTION: 26

To enable the Publisher Actions area on Page Layouts, navigate to \_\_\_\_\_.

- A. Setup | Customize | Chatter | Settings
- B. Setup | Customize | Feeds | Settings
- C. Setup | Customize | <Objects> | Settings
- D. Setup | Customize | Actions | Settings

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

#### NEW QUESTION: 27

UVC 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 Component
- B. Visual Workflow
- C. Process Builder
- D. Workflow

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

#### NEW QUESTION: 28

You cannot change auto number to text and vice versa and not lose your data.

- A. False
- B. True

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

#### NEW QUESTION: 29

Which two are true statements about record types? (Choose two.)

- A. They can be enabled by profile and permission set.
- B. They can be used to control user role hierarchy.
- C. They allow different page layouts and mandatory fields.
- D. They allow different picklist values for all picklist fields.

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

#### NEW QUESTION: 30

An app builder is loading data into Salesforce. To link new records back to the legacy system, a field will be used to track the legacy ID on the Account object. For future data loads this ID will be used when upserting records.

Which two fields attributes should be selected? (Choose two.)

- A. Unique
- B. Required
- C. External ID
- D. Text (encrypted)

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

#### **NEW QUESTION: 31**

Which two are capabilities of record types? (Choose two.)

- A. Filtering picklist values.
- B. Displaying different page layouts.
- C. Having multiple record types on one record.
- D. Displaying different field labels.

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

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#### **NEW QUESTION: 32**

An App Builder wants to deploy a new version of an auto launched flow to production in an active state so that the new functionality is immediately available to users. What should the App Builder take into consideration when planning the deployment?

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

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

#### **NEW QUESTION: 33**

An app builder needs to create new automation on an object.

What best practice should the app builder follow when building out automation?

- A. One invocable process per object.

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

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

#### **NEW QUESTION: 34**

A workflow has been written to update the 'Stage' field on opps. What will be the impact of this field update?

- A. Forecast field on opp
- B. No Impact
- C. Type fields on opp
- D. Both A&B

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

#### **NEW QUESTION: 35**

What Is true statement regarding roll up summary fields. Select 2.

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

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

#### **NEW QUESTION: 36**

Which three values must be defined when creating a new Opportunity Stage picklist value? (Choose three.)

- A. Type
- B. Quota
- C. Probability
- D. Forecast Category
- E. Amount

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

#### **NEW QUESTION: 37**

When is it recommended to refresh a Full sandbox?

- A. After UAT sign-off.
- B. Whenever a new Production user is added.
- C. After a major Production release.
- D. Within 3 hours of when it is needed.

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

**NEW QUESTION: 38**

For an external object relationship, you can create an external lookup relationship. What type of object(s) can be the parent?

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

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

**NEW QUESTION: 39**

What are the standard Lightning components?

- A. Filter List
- B. Recent Items
- C. Rich Text
- D. Visualforce Page
- E. Report Chart
- F. All of the above

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

**NEW QUESTION: 40**

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. Workflow
- C. Process Builder
- D. Flow

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

**NEW QUESTION: 41**

What sandbox is used for virtually any development, testing, or training purpose?

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

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

**NEW QUESTION: 42**

What is a key consideration when using Unmanaged packages? Choose 2 answers

- A. The person who created the Unmanaged package can change or upgrade installed components
- B. The person who created the Unamanged package has no control over the installed components
- C. A namespace is not required to create an Unamanged package
- D. A namespace is required to create an Unmanaged package

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

#### **NEW QUESTION: 43**

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

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

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

#### **NEW QUESTION: 44**

A production org includes custom objects containing confidential information. A sandbox is needed that includes data records, excludes all of the confidential objects, and can be refreshed weekly?

- A. Create a developer sandbox and schedule data loader to download selected object data weekly.
- B. Create a full sandbox and use a sandbox template
- C. Create a partial copy sandbox and use a sandbox template
- D. Create a developer pro sandbox and schedule loader to download selected object data weekly

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

#### **NEW QUESTION: 45**

At Universal Containers, multiple departments utilize the Case object for different purposes. Some users submit cases while other users provide customer support with case records.

What is the minimum required configuration for an app builder to enable different users to see different fields, based on the case type?

- A. Record Types, Page Layouts, Support Process, and Profiles.
- B. Record Types, Page Layouts, Case Teams, and Profiles.
- C. Record Types, Page Layouts, Permission Sets, and Profiles.
- D. Record Types, Page Layouts, Field Sets, and Profiles.

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

#### **NEW QUESTION: 46**

The Training team at UVC uses a custom Training object to track their customer trainings. An App Builder needs to create a relationship between the Training object and the related Student's record. A private sharing model is in place for both Students and Training. Which two statements are true when creating a Student lookup field on the Training object? Choose 2 answers

- A. On Student Record, users can set up Roll-up summary fields on Training records
- B. On Training record, users can only delete students, if they have access to it
- C. Cross-object field updates between Training and Student records are not supported
- D. On Training record, the Student Lookup field can be made optional

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

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#### **NEW QUESTION: 47**

All of the following are advantages of the Schema Builder except \_\_\_\_\_.

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

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

#### **NEW QUESTION: 48**

At Universal Containers, the Account object has a Master-Detail relationship with an Invoice custom object. The app builder would like to change this to a lookup field, but is not able to do so.

What could be causing this?

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

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

#### **NEW QUESTION: 49**

In Salesforce Classic, which two statements are true for embedding a Visualforce page in a page layout? (Choose two.)

- A. Visualforce pages on a field set have attribute for width and height.
- B. Visualforce pages can be placed in the details section of a page layout.
- C. Visualforce pages can only be placed in the Visualforce section in a page layout.
- D. Visualforce pages on a page layout have attributes for width and height.

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

#### **NEW QUESTION: 50**

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

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

#### **NEW QUESTION: 51**

Which of the following is true in regards to the User Acceptance testing (UAT) step in a large enterprise application lifecycle? Choose 2 answers.

- A. UAT can be used for end user testing or training
- B. UAT comes before Integration testing
- C. UAT is typically the last step before deploying changes to production
- D. UAT come after Integration Testing

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

#### **NEW QUESTION: 52**

Representatives at Cloud Kicks use Salesforce to record information for new Leads. When new prospects are added, an outbound message is sent to the data warehouse with the Lead's information.

Which automation tool should an app builder use to meet this requirement?

- A. Create a process using Process Builder to send an outbound message.
- B. Create a workflow rule with an outbound message as the action.
- C. Use Lightning Flow to send an outbound message.
- D. Design an approval process that sends an outbound message.

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

#### **NEW QUESTION: 53**

What is true statement regarding master - detail relationship? Choose 3 answers

- A.** A master-detail relationship cannot be created if the custom object on the detail side already contains data.
- B.** Standard objects can be on the detail side of the custom object in a master-detail relationship
- C.** Deleting a master record in a master detail relationship deletes all related detail records
- D.** A master - detail relationship cannot be converted to a look-up relationship
- E.** Master-detail relationship can convert to a look -up relationship if no roll-up summary field exist on the master object

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

#### **NEW QUESTION: 54**

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

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

#### **NEW QUESTION: 55**

What are the three different custom tabs you can create? (Choose three.)

- A.** Web Tab
- B.** Visualforce Tab
- C.** Custom Object Tab
- D.** APEX Tab
- E.** Standard Object Tab

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

#### **NEW QUESTION: 56**

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

- A.** Picklist (multi-select)
- B.** Picklist
- C.** Radio Buttons (multi-select)
- D.** Text Area

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

#### **NEW QUESTION: 57**

Which Validation formula is valid to make sure Phone & Email fields are filled in when converting a Lead?

- A. IsConverted = TRUE && (ISBLANK(Phone) && ISBLANK(Email))
- B. IsConverted = TRUE && OR(Phone, Email)
- C. IsConverted = FALSE && (ISBLANK(Phone) && ISBLANK(Email))
- D. IsConverted = TRUE && OR(ISBLANK(Phone), ISBLANK(Email))

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

#### NEW QUESTION: 58

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

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

#### NEW QUESTION: 59

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

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

#### NEW QUESTION: 60

Universal Containers wants to streamline its data capture process by linking fields together. UC wants to do this so that the available values on dependent fields are driven by values selected on controlling fields.

Which three considerations support the stated requirements? (Choose three.)

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

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

#### **NEW QUESTION: 61**

Universal Containers 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 Organization-Wide Default to Private for accounts. Create criteria-based sharing rules for each Marketing Team, and create an Inside Sales Team profile with the "View All" setting for accounts.
- B.** Set the Organization-Wide Default 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.
- C.** Set the Organization-Wide Default to Public for accounts. Create criteria-based sharing rules for each Marketing Team, and create an Inside Sales Team permission set with the "View All" setting for accounts.
- D.** Set the Organization-Wide Default 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.

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

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#### **NEW QUESTION: 62**

Ursa Major Solar wants to automate a welcome email to new clients and include a customized survey about their buying experience. An app builder is tasked with this project and has very little time to build the solution from scratch.

What should the app builder do to meet the deadline and custom requirements?

- A.** Choose a managed package from AppExchange that closely meets the requirements of the project And restricts programmatic development.
- B.** Work with a developer to create custom apex code and a Visualforce survey to meet criteria.
- C.** Build the survey declaratively and use a workflow rule to send it to the customer as an external message to meet criteria.
- D.** Select an unmanaged package from AppExchange that closely meets the requirements of the project that allows programmatic development.

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

**NEW QUESTION: 63**

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

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

**NEW QUESTION: 64**

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.** Create a permission set that allows read-only access to the field via Field Level Security and assign it to the agent.
- 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.** Update the custom field's Field Level Security in setup to allow the agent read-only access to the field.

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

**NEW QUESTION: 65**

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

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

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

**NEW QUESTION: 66**

Which of the following can you create safely in a production organization?

- A.** Triggers
- B.** Reports and dashboards

- C. Custom Apex Controllers for Visualforce Pages
- D. Apex Classes

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

#### **NEW QUESTION: 67**

Universal Containers uses a custom object to track Site Visits. When the status of a Site Visit is changed from "In Progress" 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. Visual Workflow
- B. Action
- C. Apex Trigger
- D. Assignment Rule

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

#### **NEW QUESTION: 68**

Universal Containers 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 should an app builder take to accomplish this requirement? (Choose two.)

- A. Use a master-detail relationship between the Candidate and Interview objects.
- B. Use a lookup relationship between the Candidate and Interview objects.
- C. Use a formula field on the Candidate record to show the total number of interviews.
- D. Use a roll-up summary field on the Candidate record to show the total number of interviews.

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

#### **NEW QUESTION: 69**

Universal Containers is setting up salesforce for the first time. Management wants the sales and marketing teams to have different navigation names in the salesforce1 mobile app. Which option is available to an app builder to satisfy the requirement?

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

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

#### **NEW QUESTION: 70**

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

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

#### **NEW QUESTION: 71**

Universal Containers wants to its sales team to only see the accounts that they own. Separate Month American and Environment manufacturing teams should only see accounts in their respective regions. The Inside sales team needs to see all accounts in Salesforce.

How should an app builder accomplish this?

- A. Set the Organization-wide Default to public for accounts. Create criteria-based sharing rules for each Marketing Team, and create an Inside Sales Team permission set with the "View All" Setting for accounting for accounts.
- B. Set the Organization-Wide Default to private for accounts. Create permission setts for each Marketing Team, and create an Inside Sales team Profile with the "View All" setting for accounts.
- C. Set the organization--Wide Default to publish for accounts. Create profiles for each Marketing Team, and create an inside Sales Team role that is at the top of the Role Hierarchy.
- D. Set the Organization-wide Default to public for accounts. Create criteria-based sharing rules for each Marketing Team, and create an Inside Sales Team permission set with the "View All" Setting for accounts.
- E. Set the Organization Team profile Default to Private for accounts. Create criteria-based sharing rules for each Marketing Team. and create an inside Sales Team profile with the "View All" setting for accounts.
- F. Set the Organization Team profile Default to Private for 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](#))**

#### **NEW QUESTION: 72**

Which three statements are true about Master-Detail relationships? (Choose three.)

- A. A look-up can be converted to a master detail if there are existing records with null values.
- B. Converting a look-up to master detail changes the OWD to Controlled by Parent.
- C. SF displays a waiting page after you request to change a master detail to a look-up or vice versa.
- D. You can't convert it if there is a roll-up summary field.

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

**NEW QUESTION: 73**

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

On the gift card object, what type of field should be created to support this requirement?

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

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

**NEW QUESTION: 74**

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

Which feature should be used to accomplish this?

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

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

**NEW QUESTION: 75**

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

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

**NEW QUESTION: 76**

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

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

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

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**NEW QUESTION: 77**

UVC has deployed custom tabs to Production via change sets, without including the profiles settings. What is true about the visibility of custom tabs in Enterprise Edition?

- A. Custom tabs are hidden for all users
- B. Custom tabs are not deployed
- C. Custom tabs are default off for all the users.
- D. Custom tabs are default on for all the users

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

**NEW QUESTION: 78**

What are the recommendations for unmanaged packages? (Choose 2)

- A. Should be deployed from Dev Edition
- B. For move to production
- C. For sale in App Ex
- D. For open source

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

**NEW QUESTION: 79**

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

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

**NEW QUESTION: 80**

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

insufficient privileges error. User A and User B have the same role in the Role Hierarchy as User C.

What are the three reasons User A has access but User B is unable to access the record?

Choose 3 answers

- A.** User A was granted an additional permission set
- B.** User C has manually shared the record with user A
- C.** User A is in a Public Group that has access via a Sharing Rule
- D.** User A and User B have different profiles
- E.** User A is on the same Account Team as User C

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

#### **NEW QUESTION: 81**

Which two are key considerations when using Unmanaged packages? (Choose two.)

- A.** A namespace is not required to create an Unmanaged package.
- B.** The person who created the Unmanaged package has no control over the installed components.
- C.** The person who created the Unmanaged package can change or upgrade installed components.
- D.** A namespace is required to create an Unmanaged package.

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

#### **NEW QUESTION: 82**

Which two statements are true when a new full sandbox is created? (Choose two.)

- A.** Chatter data will be copied to the sandbox by default.
- B.** Users' e-mail addresses will not be modified.
- C.** Usernames will be modified uniquely for that sandbox.
- D.** Default e-mail deliverability is set to system e-mail only.

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

#### **NEW QUESTION: 83**

What is a true statement in regard to managing access to reports and dashboards?

Choose 2 answers

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

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

**NEW QUESTION: 84**

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 roll-up on Product. 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 lookup relationship on Component to 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:** [\(SHOW ANSWER\)](#)

**NEW QUESTION: 85**

What is true regarding the user interface for external object data? Choose 1 answer.

- A. External object data can be accessed via lists views
- B. External object data can be accessed via detail pages
- C. Chatter Feeds can be enabled on external object pages
- D. All of the above
- E. External object data can be accessed via custom tabs

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

**NEW QUESTION: 86**

DreamHouse Realty (DR) employees started using company-owned airplanes for work travel after Ursa Major Solar was acquired. DR executives want to automate the submission travel request forms to enforce the Internal policy.

How should an app builder automate travel requests based on these criteria?

- A. Approval process
- B. Process Builder
- C. Apex
- D. Workflow rule

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

**NEW QUESTION: 87**

Which of these is not a method for controlling record-level access?

- A. Role Hierarchy
- B. Sharing Rules
- C. Organization-Wide Defaults
- D. Profiles

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

**NEW QUESTION: 88**

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

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

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

**NEW QUESTION: 89**

The Director of Marketing has asked the AppBuilder to create a formula field that tracks how many days have elapsed since a contact was sent a marketing communication. The director is only interested in whole units.

- A. Datevalue()
- B. Today()
- C. Date()
- D. Now()

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

**NEW QUESTION: 90**

What happens to user information when a sandbox is created? (Choose two.)

- A. User e-mail addresses are NOT modified in your sandbox so that production users don't receive automatically generated e-mail messages from the sandbox.
- B. If the resulting username is not unique, a second modification is performed in which some characters and digits are prepended to the modified username.
- C. The sandbox name is appended to the username.
- D. All of the above.

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

**NEW QUESTION: 91**

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

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

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

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**NEW QUESTION: 92**

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

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

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 93**

When activating a page in the Lightning app builder, what declarative options are available?  
(Choose three.)

- A. Set the tab visibility.
- B. Select the tab color.
- C. Select a tab icon for the page.
- D. Set the tab order in the navigation menu.

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

**NEW QUESTION: 94**

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

Which automation solution would meet these requirements?

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

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

**NEW QUESTION: 95**

What should you do when a user requests a report?

- A. Map the user's requirements to report criteria.
- B. Ask follow-up questions, to get all the requirements.
- C. Document the user's requirements.
- D. All of the above.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 96**

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

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

**NEW QUESTION: 97**

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 Field Updates with the "Re-evaluate Workflow Rules After Field Changes" field selected
- 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 Emails containing hard coded links with Salesforce IDs referencing specific workflow rules

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

**NEW QUESTION: 98**

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

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

**NEW QUESTION: 99**

Which use case can be accomplished using a custom link?(Select 3)

- A. To create a record page
- B. To a process to update current record
- C. Navigate to Apex trigger

- D. To external system using data of salesforce
- E. To create a custom visual flow

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

#### NEW QUESTION: 100

Universal containers requires that all users specify a contract is sent on each opportunity prior to marking it as closed won. uc wants to be able to report on how many opportunities have sent contracts compared to how many have a missing contract when the opportunities closed. what type of field should an app builder configure to fulfill this requirement ?

- A. Text
- B. Text Area
- C. Checkbox
- D. Picklist

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

#### NEW QUESTION: 101

You should use a lookup filter if \_\_\_\_\_. (Choose two.)

- A. You are close to the maximum number of lookup filters allowed.
- B. You want to improve user efficiency by automating filters on lookup search dialogs that your users manually set.
- 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 limiting the number of available options in a lookup search dialog.

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

#### NEW QUESTION: 102

A user asks for a checkbox to be automatically ticked if the annual revenue field is greater than a million.

Which formula to trigger a workflow would satisfy this requirement?

- A. AnnualRevenue > 1000000
- B. IF(AnnualRevenue > 1000000 , "TRUE", "FALSE")
- C. AnnualRevenue > 1000000 , TRUE, FALSE
- D. AnnualRevenue

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

#### NEW QUESTION: 103

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. List Class
- C. ListView
- D. Basic List

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

#### NEW QUESTION: 104

How can you make a field mandatory? (Choose three.)

- A. Check the required field box on the page layout.
- B. Check the required field box for the field on the record type.
- C. Create a Workflow Rule.
- D. Check the required field box on the field definition.
- E. Creating a validation rule for the field.

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

#### NEW QUESTION: 105

What language is used to query Salesforce for specific information?

- A. Apex
- B. SQL
- C. SOSL
- D. SOQL

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

#### NEW QUESTION: 106

Which two of the following are supported actions for the Global Actions Menu? (Choose two.)

- A. Post to a Chatter feed
- B. Launch a custom Canvas App
- C. Upload a new Chatter File
- D. Launch a custom Lightning Component

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

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**NEW QUESTION: 107**

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

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

**NEW QUESTION: 108**

What 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: 109**

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

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

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

**NEW QUESTION: 110**

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

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

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

**NEW QUESTION: 111**

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

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

#### **NEW QUESTION: 112**

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. Launch a flow that uses the submit for approval action to submit deals for approval
- D. Create a new approval process that has automatic submission enabled in the entry criteria

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

#### **NEW QUESTION: 113**

What is the capability of a schema builder? Choose 2 answers

- A. To enable field history tracking on standard objects.
- B. To create new look-up or master-detail object relationship
- C. To modify custom field help text on standard objects
- D. To update description of standard and custom objects.

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

#### **NEW QUESTION: 114**

What tools you need to use to migrate Metadata to Two Different Production Orgs? (3)

- A. Unmanaged Package
- B. Change Set
- C. Force.Com Migration Tool
- D. Data Loader
- E. Force.Com IDE

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

#### **NEW QUESTION: 115**

The Service Manager provided the app builder with color code requirements for case age on open cases.

New cases populate a green circle

Day-old cases populate a yellow circle  
Three day-old cases populate a red circle  
How should an app builder implement this requirement?

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

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

#### **NEW QUESTION: 116**

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

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

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

#### **NEW QUESTION: 117**

Universal Containers (UC) uses a custom object to track expense reports. UC wants to automatically post updates on a record's feed whenever an expense report has been approved. Which social feature can be used to accomplish this?

- A. Auto-response rule
- B. Approval process
- C. Feed Quick action
- D. Feed tracking

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

#### **NEW QUESTION: 118**

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

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

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

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

#### **NEW QUESTION: 119**

Universal Containers has a custom assessment object used by three divisions. Each division wants to track different information on the assessments, including different values for the status picklist. Division managers do not want their teams to be able to create another division's assessment.

How can this be accomplished?

- A.** Create additional custom assessment objects, one for each division, to track their assessments so information can be tracked separately. Use profiles to restrict access to the three custom objects.
- B.** Create three page layouts to determine the fields and picklist values for each user based on the division indicated on their user record. Use field-level security to restrict access to each division's fields.
- C.** Create a separate page layout for each division and assign them profiles. Use the profile setting to configure each division's custom field list and picklist values for assessments.
- D.** Create separate assessment record types for each division and use them to limit picklist values. Create separate page layouts for each record type and use profiles to restrict record type access.

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

#### **NEW QUESTION: 120**

Which of the following are types of developer sandboxes environment types in Salesforce?  
(Choose four.)

- A.** Partial Copy
- B.** Developer
- C.** Partial Sandbox
- D.** Full Sandbox
- E.** Developer Pro
- F.** Full Copy

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

#### **NEW QUESTION: 121**

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

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

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

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**NEW QUESTION: 122**

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

- A. False
- B. True

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

**NEW QUESTION: 123**

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: 124**

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 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
- B. 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
- C. 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
- D. 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

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

**NEW QUESTION: 125**

Which statement is true for embedding a Visualforce page in a page Layout. Choose 2

Answers

- A. Visualforce Pages on a page layout have attributes for width and height
- B. Visualforce Pages can only be place in the Visualforce section in a page layout.
- C. Visualforce Pages on a field set have attributes for width and height.
- D. Visualforce Pages can be placed anywhere in the page layout.

Answer: (SHOW ANSWER)

#### NEW QUESTION: 126

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

Answer: A,C (LEAVE A REPLY)

#### NEW QUESTION: 127

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

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

Answer: (SHOW ANSWER)

#### NEW QUESTION: 128

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

How should an app builder implement this requirement?

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

Answer: D (LEAVE A REPLY)

#### NEW QUESTION: 129

Ursa Major Solar's sales team has been struggling to enter data on mobile since rollout; the team dislikes scrolling through all of the fields to input only the necessary data.

How could the app builder solve this with minimal impact to desktop users?

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

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

#### **NEW QUESTION: 130**

What is a self-relationship?

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

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

#### **NEW QUESTION: 131**

Universal containers allows users to create standard reports on demand. What are two considerations users should be aware of when creating a new report?

- A. Users can require that child objects exist for parent records using a cross filter
- B. Records will be available in the in the report regardless of security permissions
- C. The report type determines the types of records and fields that will be available
- D. Reports created from standard report types are available to all users

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

#### **NEW QUESTION: 132**

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

- A. False
- B. True

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

#### **NEW QUESTION: 133**

DreamHouse Realty (DR) has a policy that requires the phone number on Contact to be deleted when the DoNotCall checkbox is checked.

What automation tool should the app builder recommend?

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

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

**NEW QUESTION: 134**

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

Which two conditions should the app builder review?

Choose 2 answers

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

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

**NEW QUESTION: 135**

Universal Containers wants to deliver purchased containers to remote construction address. In these cases the customers will supply UC with the coordinates to the location.

What type of field should the app builder use to capture this information?

- A.** External Lookup
- B.** Geolocation
- C.** Text
- D.** Number

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

**NEW QUESTION: 136**

Use case: An object called "House" is related to Opportunity, there can be many Houses per Opportunity. On houses, we have a field named "Square feet". We need to show the total of Square feet for all houses on each Opportunity.

What type of relationship should we have?

- A.** Master-Detail
- B.** Junction
- C.** Cross-Object
- D.** Lookup

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

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**NEW QUESTION: 137**

When a user creates an account report, the user does not see industry as an available field in the report builder. However, this same user is able to see in the account page layout. What scenario would cause this?

- A. The industry field is not enabled for the particular record type
- B. The user uses a custom report type which does not include the industry field
- C. The industry field has no record values in the account.
- D. The user does not have industry field visibility in the field level security

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

**NEW QUESTION: 138**

Universal Containers has a junction object called Billings with a primary Master-Detail relationship with Accounts and a secondary Master-Detail relationship with Orders. The app builder has a requirement to change the primary Master-Detail relationship to a Lookup. What happens to the secondary Master-Detail relationship with Orders?

- A. The secondary Master-Detail object also converts to a lookup.
- B. The secondary Master-Detail object relationship is no longer valid.
- C. The secondary Master-Detail object becomes the primary.
- D. The secondary Master-Detail object relationship needs to be reestablished.

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

**NEW QUESTION: 139**

A field designated as required, is only required when it is added to a user's page layout.

- A. False
- B. True

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

**NEW QUESTION: 140**

An organization wants to create a field to store manager data on the user object. The manager field is a reference to another user record.

What type of relationship should be used?

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

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

**NEW QUESTION: 141**

What is true about unmanaged packages?

- A.** The developer who created and uploaded the unmanaged package has no control over the installed components, and can't change or upgrade them.
- B.** Once the components are installed from an unmanaged package, the components can be edited in the organization they are installed in.
- C.** All of the above.
- D.** Unmanaged packages should not be used to migrate components from a sandbox to production organization. Instead, use Change Sets.

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

#### **NEW QUESTION: 142**

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

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

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

#### **NEW QUESTION: 143**

Which two features can be used to allow users to access Visual Workflows? Choose 2 answers

- A.** Visual Workflow Launcher
- B.** Custom Button
- C.** Quick Action
- D.** Invoked by Process

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

#### **NEW QUESTION: 144**

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

Which two options could meet this requirement?

Choose 2 answers

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

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

#### **NEW QUESTION: 145**

Which two statements are true about record types? Choose two answers

- A. They can be used to control user role hierarchy
- B. They allow different picklist values for all picklist fields
- C. They allow different page layouts and mandatory fields
- D. They can be enabled by profile and permission set

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

#### **NEW QUESTION: 146**

Which deployment tool will you use to deploy metadata from one organization to another organization?

- A. Force.com IDE
- B. Force.com Migration Tool
- C. Change sets
- D. Unmanaged Packages

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

#### **NEW QUESTION: 147**

Which two are a capability of record types? Choose two answers

- A. Displaying different page layouts
- B. Having multiple record types on the record
- C. Filtering picklist values
- D. Displaying different field labels

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

#### **NEW QUESTION: 148**

What is true about Case Assignment rules? (Choose three.)

- A. They allow more than one rule entry per rule.
- B. They allow more than one active assignment rule.
- C. Predefined Case Team is mandatory for each entry rule.
- D. Create a complex business logic assignment rules.
- E. They allow cases to be assigned to queues.

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

#### **NEW QUESTION: 149**

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

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

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

### NEW QUESTION: 150

What sandbox should you use for data load and integration testing?

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

Answer: ([SHOW ANSWER](#))

### NEW QUESTION: 151

Universal Containers uses Contracts for agreements with customers. A sales manager is required to provide approval for contracts and director approval for any contract over \$10,000. Which two options should an app builder use to ensure all contracts route for the correct approval and also prevent the sales rep from making changes to the record while it is being approved? Choose 2 answers

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

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

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### NEW QUESTION: 152

Which values must be defined when creating a new Opportunity stage? Choose 3

- A. Type
- B. Amount
- C. Close date
- D. Forecast category
- E. Probability

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

**NEW QUESTION: 153**

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

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

**NEW QUESTION: 154**

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

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

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

**NEW QUESTION: 155**

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

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

Choose 3 answers

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

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

**NEW QUESTION: 156**

Which Action Type is not available when working with Global Actions?

- A. Update a Record
- B. Create a Record
- C. Custom Visualforce
- D. Log a Call

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

**NEW QUESTION: 157**

Which two may occur if workflow rules are reevaluated after a field change by a field update? (Choose two.)

- A. A recursive loop potentially results in exceeding governor limits.
- B. Workflow rules trigger validation rules on field updates.
- C. Cross-object workflow rules result in re-evaluation after field change.
- D. Workflow rules trigger more workflow rules to be re-evaluated.

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

**NEW QUESTION: 158**

What is true about a junction object?

- A. A custom object that has two Master-Detail relationships.
- B. A standard object that has two Master-Detail relationships.
- C. A standard object that has one Master-Detail relationship.
- D. A custom object that has one Master-Detail relationship.

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

**NEW QUESTION: 159**

Universal Containers stores invoices in SAP. Users want to view invoice data on the related Account records in Salesforce. How can this be achieved? Choose 2 answers

- A. Connect to an OData Publisher Service for SAP databases
- B. Use SAP data export functions to load data directly in Salesforce
- C. Create a custom Invoice object and connect to SAP using Data Loader.
- D. Create an external object connected to an invoice table in SAP.

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

**NEW QUESTION: 160**

What external relationship requires a Salesforce ID in the external data?

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

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

**NEW QUESTION: 161**

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 an Apex class from number to text.
- B. Changing the data type of a field used in a report from 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](#))

#### **NEW QUESTION: 162**

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

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

#### **NEW QUESTION: 163**

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

Choose 3 answers

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

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

#### **NEW QUESTION: 164**

Universal Containers has a junction object called Invoices with a primary Master-Detail relationship with Accounts and a secondary Master-Detail relationship with Contacts. The app builder has a requirement to change the primary Master-Detail relationship to Lookup.

What happens to the Master-Detail relationship with Contacts?

- A. The Contacts Master-Detail values are cleared from invoices.
- 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 becomes the primary.

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

Explanation - The second master-detail relationship you create on your junction object becomes the secondary relationship. If you delete the primary master-detail relationship or convert it to a lookup relationship, the secondary master object becomes primary.

[https://help.salesforce.com/HTViewHelpDoc?id=relationships\\_considerations.htm&language=en\\_US](https://help.salesforce.com/HTViewHelpDoc?id=relationships_considerations.htm&language=en_US)

**NEW QUESTION: 165**

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

Which three features would meet the business requirements?

Choose 3 answers

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

**Answer: A,C,E (LEAVE A REPLY)**

**NEW QUESTION: 166**

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

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

**Answer: C (LEAVE A REPLY)**

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**NEW QUESTION: 167**

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. Checkbox
- D. Date/time

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 168**

What data type can be used to summarize roll-up summary. (Choose 3)

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

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

**NEW QUESTION: 169**

Universal Containers is migrating its sales operations from a legacy system that was used. Opportunities need to be imported with the proper country currency. Which two steps should an app builder configure to meet these requirements ?

Choose 2 answers.

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

**Answer: B,C (LEAVE A REPLY)**

**NEW QUESTION: 170**

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

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

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

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 171**

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

What should the app builder take into consideration when planning the deployment?

- A. Verify there is an apex test that provides test coverage for the flow
- B. Include the profile that access the flow in the deployment
- C. Include the process builder calling the flow in the deployment
- D. Verify there is a static resource that provides test coverage for the flow

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

**NEW QUESTION: 172**

UVC wants to optimize routes for its traveling service personnel. What is recommended solution?

- A. Configure routing options in a custom object
- B. Use geolocation fields with Distance and Geolocation formulas
- C. Use an AppExchange partner product
- D. Configure Territory hierarchy and rules for routes based on territory

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

**NEW QUESTION: 173**

What standard Chatter actions (Post, File, Link, Poll, and Thanks) appear on the user profile page, regardless of the actions in the User page layout? (Choose three.)

- A. Poll
- B. Post
- C. File
- D. Create
- E. Email

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

**NEW QUESTION: 174**

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

Which solution should an app builder recommend?

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

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

**NEW QUESTION: 175**

Which Salesforce Formula Function can return a value based on more than two different field parameters?

- A. IF Statement
- B. Contains
- C. Beings
- D. Case Statement

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

**NEW QUESTION: 176**

The Training team at Universal Containers uses a custom Training object to track their customer trainings. An app builder needs to create a relationship between the Training object and the related Students' record. A private sharing model is in place for both Students and Training.

Which two statements are true when creating a Student Lookup field on the Training object? (Choose two.)

- A. On Training record, users can only delete Students, if they have access to it.
- B. Cross-object field updates between Training and Student records are not supported.
- C. On Student record, users can set on Roll-up summary field on Training records.
- D. On Training record, the Student Lookup field can be made optional.

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

**NEW QUESTION: 177**

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

How should an app builder troubleshoot this issue?

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

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

**NEW QUESTION: 178**

Sales representatives want to capture custom Feedback record details related to each Account. The sales reps want to accomplish this with minimal clicks on the Salesforce Mobile Application.

Which two solutions should be recommended in order to meet this requirement? (Choose two.)

- A. Create predefined values for most of the fields.
- B. Create an object-specific action on Account.
- C. Create a global action on Account.
- D. Create a feedback object as a parent of Account.

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

**NEW QUESTION: 179**

What determines whether a user can create a new record using a specific record type?

- A. Field level security
- B. Page layout
- C. Sharing
- D. Profile

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 180**

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. Flow
- C. Approval Process
- D. Workflow

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

**NEW QUESTION: 181**

Which two rules can be configured for the Opportunity object? (Choose two.)

- A. Workflow Rule
- B. Assignment Rule
- C. Validation Rule
- D. Escalation Rule

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

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**NEW QUESTION: 182**

Universal Containers needs a field on the Account to track how many Opportunities are closing within the next 30 days. What can be used to accomplish this goal?

- A. Roll-up Summary Field
- B. Workflow Rule
- C. Process Builder
- D. Apex Code

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 183**

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

How should an app builder configure the proper access?

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

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

**NEW QUESTION: 184**

What is a true statement in regard to creating custom report types?

- A. The detail object in a master-detail relationship cannot be added as a secondary object on a custom report type
- B. Any object can be chosen unless the object is not visible to the person creating the report type through security settings
- C. Once a report type is saved with a standard or custom primary object, the primary object cannot be changed for the report type
- D. When the primary object is a custom object and is deleted, then the report type and any reports created from it must be deleted manually

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

**NEW QUESTION: 185**

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

- A. From the Objects tab, select New>Object.
- B. From the Elements tab, drag Object onto the canvas.
- C. Right-click in the canvas and select "New Object".

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

**NEW QUESTION: 186**

UV has a customer base where many customers have the same or similar company names.

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

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

**NEW QUESTION: 187**

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.

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- C. Create a queue for the web applications and assign access to the users who will be editing the records.
- D. Add a sharing rule that grants the users Read/Write access to the Internship records.

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

#### **NEW QUESTION: 188**

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. Web-to-case
- B. Screen flow
- C. Email-to-case
- D. Outbound message

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

#### **NEW QUESTION: 189**

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

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

#### **NEW QUESTION: 190**

An app builder installed a custom Lightning component from AppExchange and has deployed My Domain.

What should be done next in order to configure the component for use in a record page?

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

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

**NEW QUESTION: 191**

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

**NEW QUESTION: 192**

You have a requirement to ensure that if the discount field on an opp is greater than 30%, the record should be automatically submitted for Approval.

Which of the following would help you meet this requirement? (Choose two.)

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

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

**NEW QUESTION: 193**

Universal Containers (UC) has created a picklist field called Status on three separate custom objects. UC has a requirement to share the list of values for this field across each object.

Which feature would an app builder use?

- A. Dependent Picklist
- B. Global Picklist Value Set
- C. Field Update
- D. Dynamic Action

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

**NEW QUESTION: 194**

The app builder has just created a Visual Workflow for the VP of Service.

Which two Flow be accessed by users? (Choose two.)

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

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

**NEW QUESTION: 195**

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

What should the app builder do to meet the requirement?

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

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

#### NEW QUESTION: 196

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

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

Choose 3 answers

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

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

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#### NEW QUESTION: 197

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. Compact layouts can be assigned to different record types
- D. If a user doesn't have access to a field it won't be displayed

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

#### NEW QUESTION: 198

Global actions can be created to let users create which of the following kinds of records?  
(Choose three.)

- A. Event (without invitees)
- B. Products

- C. Users
- D. Chatter Post
- E. Question
- F. Opportunity

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

#### **NEW QUESTION: 199**

Which two metadata changes can be made directly in a production environment without deploying from a sandbox?

- A. Apex classes
- B. Apex triggers
- C. Validation rules
- D. Visualforce pages

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

#### **NEW QUESTION: 200**

If ABC Company wants to refresh a sandbox weekly with some example data, which sandbox should ABC Company create?

- A. Full Sandbox
- B. Enterprise Sandbox
- C. Partial Copy Sandbox
- D. Developer Sandbox
- E. Developer Pro Sandbox

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

#### **NEW QUESTION: 201**

UVC is importing 1000 records into salesforce. They want to avoid any duplicate records from being created during the import. How can these requirement met?

- A. Manually merge
- B. Use "prevent duplicates"
- C. Run duplicate check
- D. Include a column in the import file that has other record name

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

#### **NEW QUESTION: 202**

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

What is the settings for the visibility of custom tabs?

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

D. Custom tabs are hidden for all users.

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

#### **NEW QUESTION: 203**

Universal Containers has created two custom objects called Seminars and Attendees. Organization-wide defaults for those objects have been set to private. Universal Containers wants to set up a new junction object between these objects. A select group of users should be able to edit records in the junction object.

Which two steps should an app builder take to configure the proper security?

- A. Set Sharing Settings to Read Only on both master-detail relationship fields.
- B. Create an owner-based sharing rule that gives Read access to the junction object.
- C. Create owner-based sharing rules that give Read access to the master objects.
- D. Set lookup filters on both junction object relationship fields.

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

#### **NEW QUESTION: 204**

Which setting is available to customize the salesforce1 mobile app for branding ? Select 3

- A. Notification and search icon
- B. Background color on loading page
- C. The image on loading page
- D. Action bar color
- E. Header and search bar color

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

#### **NEW QUESTION: 205**

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. `ISPICKVAL( StageName /'Closed Won') && ( Scheduled_Ship_Date__c - CloseDate ) > 14`
- B. `OR(ISPICKVAL( StageName /'Closed Won') && ( Scheduled_Ship_Date__c - CloseDate ) > 14, ISBLANK(Scheduled_Ship_Date__c))`
- 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: 206**

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

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

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

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

#### **NEW QUESTION: 207**

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

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

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

#### **NEW QUESTION: 208**

Which of these is not a valid report type?

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

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

#### **NEW QUESTION: 209**

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

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

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

#### **NEW QUESTION: 210**

ABC Company wants to rollout new product bundles with several pricing options. Pricing options include product-price bundles, account specific pricing and more.

Which product satisfies the needs?

- A. Lightning process builder.
- B. Custom AppExchange app for product-pricing.
- C. Formula fields on Opportunity/Opportunity Product.
- D. Workflow on Opportunity/Opportunity Product.

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

#### **NEW QUESTION: 211**

Which two relationship types can be defined with external object? Choose 2 answers

- A. Cross-Organization Lookup
- B. Indirect Lookup
- C. External Lookup
- D. External Master-Detail

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

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#### **NEW QUESTION: 212**

SERVICE AGENTS ARE REQUIRED TO CONFIRM A USER IDENTITY BEFORE PROVIDING SUPPORT INFORMATION OVER THE PHONE. WHAT FEATURE CAN AN APP BUILDER USE TO HELP AGENTS MEET THIS REQUIREMENT?

- A. Add Path to the top of the Case layout
- B. Guided Action Flows on the record page
- C. Case Validation Rules
- D. Include Surveys as a Case related list

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

#### **NEW QUESTION: 213**

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

- A. Multiple currencies
- B. Field-level security
- C. Decimal places and character limits
- D. Record type picklist value assignments
- E. Validation rules

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

**NEW QUESTION: 214**

What should an app builder do to upgrade an unmanaged package that has been installed into production?

- A.** Install the new version to a Developer org then deploy to production.
- B.** Install the new version in a sandbox then deploy to production
- C.** Uninstall the current version and install the new version.
- D.** Click the update link on the Installed Packages page.

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

**NEW QUESTION: 215**

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

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

**NEW QUESTION: 216**

An app builder wants to show Groups as the last navigation menu item in the Salesforce 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 not included in the selected list for the navigation menu.
- B.** Groups cannot be the last item in the navigation menu.
- C.** Groups is showing up in the recent section and not in the navigation menu.
- D.** Groups is included in the Smart Search items but not on the navigation menu.

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

**NEW QUESTION: 217**

A recently refreshed partial sandbox at Cloud Kicks has no data in the custom object Shipping. Checking in production, there are two million rows of data in the object.

What could be the reason the data is missing?

- A.** The selected objects in the sandbox template.
- B.** The sandbox was refreshed too early.

- C. The sandbox is still populating data.
- D. The Partial sandbox is at capacity.

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

#### **NEW QUESTION: 218**

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

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

#### **NEW QUESTION: 219**

Actions on a Lightning Page allow you to \_\_\_\_\_.

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

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

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