

Salesforce.DEX-403.v2024-11-20.q147

Exam Code:	DEX-403
Exam Name:	Declarative Development for Platform App Builders in Lightning Experience
Certification Provider:	Salesforce
Free Question Number:	147
Version:	v2024-11-20
# of views:	1067
# of Questions views:	1470
https://www.freeqas.com/qa/Salesforce/DEX-403/Salesforce.DEX-403.v2024-11-20.q147.html	

NEW QUESTION: 1

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

Universal Containers wants to understand return on investment for the latest advertising buy. They currently use a private security model for all objects.

What should an app builder recommend?

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

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

The app builder should recommend configuring Campaign Hierarchies and Campaign statistics to understand return on investment for the latest advertising buy. Campaign Hierarchies allow users to organize campaigns into parent-child relationships based on common goals or themes, such as product lines or marketing channels. Campaign statistics allow users to track and measure key metrics for campaigns and campaign hierarchies, such as budgeted cost, actual cost, expected revenue, number of leads, number of contacts, etc. By using these features, users can calculate return on investment for each campaign and campaign hierarchy by

comparing actual cost and expected revenue. Utilizing Account Hierarchies and Roll-Up Summary fields is not a valid recommendation, as it does not relate to campaigns or advertising buys. Account Hierarchies allow users to organize accounts into parent-child relationships based on business structure or affiliation, such as subsidiaries or partners. Roll-Up Summary fields allow users to aggregate numeric values from child records related to a parent record by a master-detail relationship. Running an opportunities pipeline report is not a valid recommendation, as it does not provide information about campaigns or advertising buys. An opportunities pipeline report shows the stages and amounts of opportunities in the sales process, such as prospecting, qualification, negotiation, etc. Changing to a public security model is not a valid recommendation, as it does not affect the ability to track and measure campaigns or advertising buys. A public security model is a type of organization-wide default that determines the baseline level of access that users have to records they do not own. A public security model grants all users read or read/write access to all records, regardless of ownership.

NEW QUESTION: 3

What are two capabilities of Schema Builder? Choose 2 answers

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

Answer: (SHOW ANSWER)

Schema Builder is a tool that allows app builders to view and modify the data model of their Salesforce org. Some of the capabilities of Schema Builder are:

- Creating and editing custom objects and fields
- Creating and editing relationships between objects
- Showing selected objects on a page
- Editing custom settings

Schema Builder cannot be used to create a new record type or view page layouts in a new window.

NEW QUESTION: 4

The DreamHouse Realty (DR) service manager has asked for some improvements in case management to enforce process compliance so that cases are unable to be reverted to an earlier case status, and to ensure that certain fields are required when specific case criteria are met.

What solution should an app builder implement to meet these requirements?

- A. Process Builder
- B. Activities Component
- C. Workflow Rules
- D. A Validation Rules

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

NEW QUESTION: 5

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

What type of sandbox should each team member use?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

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

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

NEW QUESTION: 7

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

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

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

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

NEW QUESTION: 8

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

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

- A. Quick Action on the Contracts object

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

Answer: D (LEAVE A REPLY)

The feature that the app builder should use to create easy access to the document is a custom detail page link on the Contract object. A custom detail page link is a type of custom button or link that can display a URL or execute JavaScript when clicked. The app builder can create a custom detail page link on the Contract object that displays the pricing guidelines document in a new window or tab. Option A is incorrect because a quick action on the Contracts object is not suitable for this requirement, as quick actions are used to create or update records, log calls, send emails, or launch flows. Option B is incorrect because a quick action on the Account object is not suitable for this requirement, as quick actions are not related to the Contract object. Option C is incorrect because a custom detail page link on the Account object is not suitable for this requirement, as custom detail page links are not related to the Contract object.

NEW QUESTION: 9

A Cloud Kicks employee submitted an opportunity for approval by their manager. What would happen if the employee attempts to edit the description field after submission?

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

Answer: A (LEAVE A REPLY)

If an employee attempts to edit the description field after submitting an opportunity for approval, they will be presented with a 'Record Lock' notification. This means that the record is locked for editing while it is in the approval process and only users with the "Modify All" permission or users above them in the role hierarchy can edit it. [Source]

NEW QUESTION: 10

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

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

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 11

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

What should the app builder use to solve this Issue?

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

Answer: (SHOW ANSWER)

NEW QUESTION: 12

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 sandbox was refreshed too early.
- B. The selected objects in the sandbox template.
- C. The Partial sandbox is at capacity.
- D. The sandbox is still populating data.

Answer: (SHOW ANSWER)

The selected objects in the sandbox template. This is correct because a partial sandbox only copies a subset of data from production, and the data to be copied is determined by the sandbox template. If the Shipping object was not selected in the template, then its data would not be copied to the sandbox.

NEW QUESTION: 13

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

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

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

Answer: A (LEAVE A REPLY)

The feature that the app builder should use to allow users to create the opportunity is a quick action. A quick action is a type of custom button or link that can create or update records, log calls, send emails, or launch flows from a record page or a global menu. The app builder can create a quick action on the account object that creates an opportunity record with pre-populated fields. Option B is incorrect because a default action is not a valid term, but rather a standard action that appears on every record page by default, such as Edit or Delete. Option C is incorrect because a custom button is not suitable for this requirement, as custom buttons can only display a URL or execute JavaScript when clicked. Option D is incorrect because a custom

link is not suitable for this requirement, as custom links can only display a URL or execute JavaScript when clicked.

NEW QUESTION: 14

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

- A.** 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.
- B.** The detail object in a master- detail relationship cannot be added as a secondary object on a custom report type
- C.** Once a report type is saved with a standard or custom primary object, the primary object cannot be changed for that report type.
- D.** Any object can be chosen unless the object is no visible to the person creating the report type through security settings

Answer: C (LEAVE A REPLY)

Explanation: You can choose from all objects-even those you don't have permission to view. This lets you build report types for a variety of users. Once you save a report type, you can't change the primary object. If the primary object on a report type is a custom object, and the custom object is deleted, then the report type and any reports created from it are automatically deleted. If you remove an object from a report type, all references to that object and its associated objects are automatically removed from reports and dashboards based on that type.
http://help.salesforce.com/apex/htviewhelpdoc?id=reports_defining_report_types.htm&language=en_us

NEW QUESTION: 15

An app builder is creating a Lightning record page and has added Mobile & Lightning Actions to the page layout.

What two components could be included on the layout to display the actions?

Choose 2 answers

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

Answer: (SHOW ANSWER)

NEW QUESTION: 16

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

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

Answer: A,C (LEAVE A REPLY)

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NEW QUESTION: 17

Universal container would like to use a chatter group for their mergers and acquisitions team to collaborate on potential new projects. This project should not be visible for non-members to see or join, and can be accessed by invites only.

- A. Member group
- B. Unlisted group
- C. Public group
- D. Private group

Answer: B (LEAVE A REPLY)

NEW QUESTION: 18

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

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

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

Answer: A (LEAVE A REPLY)

The app builder should create a master-detail relationship field on the gift card object to support the requirement. A master-detail relationship field creates a parent-child relationship between two objects, where the master record controls certain behaviors of the detail record. In this case, the Account object would be the master and the gift card object would be the detail. By creating a master-detail relationship field, the app builder can meet these requirements:

Track the total number of gift cards opened and gift cards issued on an Account: This can be done by creating roll-up summary fields on the Account object that count or sum up the values from the gift card records related to each account.

Permanently ensure the gift cards are unable to be moved across any other Account once it is created: This can be done by making the master-detail relationship field required on the gift

card object, which means that every gift card record must be associated with an account record and cannot be changed once set. Option B, C, and D are not types of fields that can support this requirement.

NEW QUESTION: 19

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

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

NEW QUESTION: 20

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

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

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

NEW QUESTION: 21

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

Answer: (SHOW ANSWER)

NEW QUESTION: 22

An App Builder is loading the data into salesforce. To link the 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 field attribute should be selected? Choose 2 answers

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

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 23

Universal Containers deployed an app in a large change set from a Developer Sandbox to a Developer Pro Sandbox used for testing. After testing, changes had to be made to several of the components in the change set.

How should an app builder move the new changes to the Developer Pro Sandbox?

- A. Refresh the text sandbox and re_display the change set.
- B. Clone the change set and re_display
- C. Rename the change set, add the changes and re_display
- D. Update the change set and re_display

Answer: D (LEAVE A REPLY)

Updating the existing change set with the new changes and redeploying is the most efficient way to move the updated components to the Developer Pro Sandbox.

Reference:

Salesforce Help - Change Sets

NEW QUESTION: 24

The Director of customer service wants to receive a notification when a case stays in the " new" status for more than four business hours.

Which two automation processes should be used to accomplish this?

Choose 2 answers

- A. Escalation rules
- B. Flow Builder
- C. Process Builder
- D. Scheduled Apex

Answer: (SHOW ANSWER)

Escalation rules and Process Builder are two automation processes that can be used to send a notification when a case stays in the " new" status for more than four business hours.

Escalation rules can define criteria and actions for escalating cases based on time or other factors. Process Builder can create a time-based action that triggers an email alert when the case status is " new" for more than four business hours. Flow Builder and Scheduled Apex are not necessary for this requirement.

NEW QUESTION: 25

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

- A. The record owner and the specialists in their hierarchy.

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 26

Which setting is available to customize Salesforce1 mobile app for branding? Choose 3 answers

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

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

NEW QUESTION: 27

Universal Containers wants some enhancements on its Opportunity page layout to improve efficiency and collaboration.

Which two solutions should an app builder suggest to help meet these requirements?

Choose 2 answers

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

Answer: A,C (LEAVE A REPLY)

Marking stage dependent fields as required on the Opportunity page layout is a good solution to improve efficiency and data quality, as it ensures that users enter the necessary information for each stage of the sales process. Adding a Path component with fields and instructions aligning to stages on the Opportunity is another good solution to improve efficiency and collaboration, as it provides guidance and best practices for users to move the Opportunity along the sales cycle. Using two Tabs components to separate record information from activities may not be an optimal solution, as it may reduce the visibility and accessibility of important data. Setting up an approval process requiring manager consent at each stage of the Opportunity may not be a feasible solution, as it may introduce unnecessary delays and complexity in the sales process

NEW QUESTION: 28

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

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 29

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 it 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 does not have Industry field visibility in the field - level security
- C. The Industry field has no record values in the Account.
- D. The user uses a custom report type which does not include the Industry field.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 30

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 31

What type of field can be used to filter a report chart that has been added to page Layout?

- A. Name field
- B. Formula field
- C. Standard field
- D. Matching ID field

Answer: (SHOW ANSWER)

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NEW QUESTION: 32

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

What should the app builder recommend to meet this requirement?

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

Answer: B (LEAVE A REPLY)

A permission set containing the salary record type and assigning it to the appropriate users would allow only those users to create salary applicant records, while still allowing all users to view all applicant records. This is the most granular and flexible way to meet the requirement

NEW QUESTION: 33

The organization-wide default for a custom object is set to private. The superior profile grants view access to the same object. A user with the superior profile is also listed as the manager on the user detail record for a subordinate. However, the superior still cannot view records owned by the subordinate.

What is preventing the superior from viewing records owned by the subordinate? Choose 2 answers

- A.** Organization-wide settings for the custom object do not grant access using hierarchy.
- B.** The superior requires permission set in order to view the subordinate's records.
- C.** Organization-wide settings for the custom object grant access to other user with the same role.
- D.** The superiors' role is not above the subordinate's role in the hierarchy.

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 34

An app builder wants to create a formula field on an Account to include data from related Contacts but is unable to find the relationship in the formula editor.

What is a limitation of formulas that could be causing the issue?

- A. A master-detail relationship should be created.
- B. Formula field limit reached on the Account object.
- C. Unable to reference the child records.
- D. More than 5,000 characters in the formula.

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

NEW QUESTION: 35

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

Describe the ramifications of field updates and potential for recursion for the following scenario: If a field update for Rule1 triggers Rule2, and a field update for Rule2 triggers Rule1

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

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

NEW QUESTION: 37

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

- A. The record owner and the managers in their hierarchy.
- B. The record owner and the specialists in their hierarchy.
- C. The record owner q in their hierarchy.

D. The record owner and the directors in their Hierarchy.

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

NEW QUESTION: 38

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

What automation tool should the app builder recommend?

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

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

The app builder should recommend a workflow rule to automate this process. A workflow rule is a type of automation tool that can execute actions based on certain criteria. In this case, the workflow rule can have a criterion that evaluates if the DoNotCall checkbox is checked on a Contact record, and then execute a field update action that sets the Phone field to null. Option A, B, and C are not automation tools that can perform this task.

NEW QUESTION: 39

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

Which two field types are allowed as an external ID?

- A. Number field
- B. URL field
- C. Text field
- D. Phone field

Answer: ([SHOW ANSWER](#))

A: Number fields and C: Text fields can be set as External IDs. These field types are suitable for housing unique identifiers from external systems.

Reference:

Salesforce Help - External ID Fields

NEW QUESTION: 40

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

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

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

NEW QUESTION: 41

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

What are two potential reasons why users are unable to view the item on the Case Lightning record page?

Choose 2 answers

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

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

The email button item will not be visible on the Lightning record page if the page layout includes the case feed component or if the email button contains JavaScript. The case feed component replaces the standard buttons on the page layout with actions in the feed. The email button item will not work if it contains JavaScript because JavaScript buttons are not supported in Lightning Experience.

NEW QUESTION: 42

Which object can be member of a campaign? (Choose 2)

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

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

NEW QUESTION: 43

The app builder at Ursa Major Solar has just created a master-detail relationship between a parent object Galaxy__c and child object Star__c.

What would be the effect of creating this type of relationship if users want to report on Galaxy__c with Star__c?

- A. A Star__c report type with Galaxy__c as a field will be automatically created.
- B. A new custom report type will need to be created for Star__c with lookup fields from Galaxy__c.
- C. A Galaxy__c with Star__c report type will be automatically created.
- D. A new custom report type will need to be created for Galaxy__c with Star__c.

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

A master-detail relationship between two objects automatically creates a report type that includes both objects. The app builder does not need to create a custom report type for this scenario. The report type will have the format of Parent object with Child object

NEW QUESTION: 44

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

Answer: B (LEAVE A REPLY)

The most likely reason why users are unable to view the custom Lightning component on mobile devices is that the component has been developed for Desktop Pages only. Some components are not supported on mobile devices or have different behavior on mobile devices. An app builder should check the component documentation or metadata to see if it is compatible with mobile devices.

NEW QUESTION: 45

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 46

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. Assignment Rule
- B. Visual Workflow
- C. Action
- D. Apex Trigger

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 47

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

How should an app builder implement this requirement?

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

Answer: A (LEAVE A REPLY)

Create a formula field on the Case object using the TEXT function. This is correct because a formula field can reference a field from a related object using dot notation, and the TEXT function can convert a picklist value to text. This way, the case record will always show the current value of the Support Level field on the account record.

NEW QUESTION: 48

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 49

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 50

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 51

The appraisal team at DreamHouse Realty wants to leverage Salesforce mobile app. What are three things an app builder should do to optimize mobile experience?

Choose 3 answers

- A. Avoid using default field values so that the user is required to fill in all fields on the screen.
- B. Use Global Actions to make it easy to perform vital functionality on mobile.
- C. Create individual customized layouts for different phone operating systems.
- D. Minimize the amount of formula fields and lookup fields to reduce page load time.
- E. Put the most important fields in the compact layout so they are easy to find.

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

NEW QUESTION: 52

Universal Containers wants to test code against a subject of production data that is under 5 GB. They want to refresh a sandbox weekly. Which type of sandbox should be used?

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

Answer: E (LEAVE A REPLY)

NEW QUESTION: 53

Where custom buttons can be placed? (Choose 3)

- A. Web to case
- B. Personal account
- C. Related object
- D. Record page

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

NEW QUESTION: 54

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

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

Answer: A,C (LEAVE A REPLY)

Workflow rule and an outbound message or Process Builder and Apex Code are two ways to integrate Salesforce with an external web service. Workflow rule can define criteria and actions for triggering an outbound message, which is an XML message sent to a designated endpoint URL. Process Builder can invoke Apex Code, which is a programming language that can make callouts to external web services using HTTP requests. Flow Builder and an outbound message or Process Builder and an outbound message are not possible combinations.

NEW QUESTION: 55

UC would like to automatically assign a specific permission set to new users. How can they do that?

- A. Create a workflow rule on the user object to assign a permission set
- B. Create a flow on the user object to assign permission set
- C. Create a lightning process on the user object to launch a flow
- D. Option 4

Answer: B (LEAVE A REPLY)

NEW QUESTION: 56

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

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 57

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. Flow
- C. Workflow
- D. Process Builder

Answer: C (LEAVE A REPLY)

NEW QUESTION: 58

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. Flow
- D. Process Builder

Answer: D (LEAVE A REPLY)

Process Builder is the best automation tool to complete this task. Process Builder can perform actions when a record is created or updated, and it can also schedule actions to execute at a later time. Process Builder can update a field, send an email, and call an outbound message as actions.

NEW QUESTION: 59

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

Choose 2 answers

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

Answer: A,C (LEAVE A REPLY)

The app builder should use two options 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: 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. An approval process is a type of process that automates how Salesforce records are approved in an organization. An approval

process can have multiple steps with different criteria and approvers. In this case, the app builder can create an approval process on the Contract object with two steps: one for the sales manager approval and one for the director approval if the contract amount is over \$10,000. Create a validation rule on the Contract object that prevents updates to the contract record while it is being reviewed. A validation rule is a type of rule that checks data quality by verifying that the data in a record meets certain standards before it can be saved. A validation rule can prevent users from making changes to a record that is in a certain status or stage. In this case, the app builder can create a validation rule on the Contract object that prevents updates to the contract record if its Approval Status field is not equal to Not Submitted. Option B and D are not options that can 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.

NEW QUESTION: 60

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

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

Answer: C (LEAVE A REPLY)

A template for a new Lightning record page determines how the page is divided into regions. The template is responsive and will automatically adapt to the device being used to view the record page. The template can be changed after the initial save, and users do not need "View All Data" permissions for the object

NEW QUESTION: 61

The Universal Containers data manager has been complaining about the lack of data integrity on Contact records.

Sales reps have not been filling out the Region field. The data manager wants the Region field filled out only for Contacts that are associated to Accounts that have been marked as 'High Priority' on the Customer Status field.

What can the app builder do to fulfill this requirement?

- A. Make the Region field required on Contact.
- B. Create a validation rule on Contact.
- C. Create 4 validation rule on Account.
- D. Make the Customer Status field required on Account.

Answer: B (LEAVE A REPLY)

To ensure data integrity where the Region field on the Contact object needs to be filled out conditionally based on the parent Account's status, a validation rule on the Contact is the most effective method:

B . Create a validation rule on Contact. This rule can enforce that the Region field must be filled out for Contacts related to Accounts marked as 'High Priority'.

Steps to create this validation rule:

Navigate to Setup → Object Manager → Contact → Validation Rules.

Create a new validation rule.

In the formula, use:

```
AND(  
ISPICKVAL(Account.Customer__c, 'High Priority'),  
ISBLANK(Region__c)  
) )
```

Provide an error message to display when the rule is violated.

Save and activate the rule.

This validation rule checks that if a Contact is associated with an Account marked 'High Priority', the Region field cannot be blank.

For further detail, Salesforce's Validation Rule Considerations provides additional guidance.

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NEW QUESTION: 62

Universal Containers asked the app builder to ensure when an account type changes to 'Past-Customer' the contacts directly related to that account get an updated status of 'Re-Market'. Which automation should the app builder use to accomplish this task?

- A. Screen flow
- B. Lightning component
- C. Validation rule
- D. Record triggered flow

Answer: D (LEAVE A REPLY)

For automatically updating contact statuses when an account type changes:

D . Record triggered flow. This type of automation can monitor changes in account types and accordingly update related records, such as contacts.

Steps to implement:

Navigate to Setup → Flows.

Create a new Flow and choose the record-triggered flow type.

Configure the flow to trigger when the Account record is updated to 'Past-Customer'.

Add an Update Records element to modify all related contacts, setting their status to 'Re-Market'.

Activate the flow.

This automation ensures that contact statuses are updated in real-time when their related account's type changes, maintaining data consistency and relevancy.

For more on record-triggered flows, check out Salesforce's Record-Triggered Flows documentation.

NEW QUESTION: 63

The VP of Sales wants a Chatter post to the All Sales private group when an Opportunity goes to the closed won stage.

What two tools should the app builder use to automate this process?

Choose 2 answers

- A. Flow
- B. Workflow
- C. Process Builder
- D. Big Deal Alert

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 64

Which two features can be used to allow users to access flows. Choose 2 answers?

- A. Custom button
- B. Flow launcher
- C. Invoked by a process
- D. Quick action

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 65

Universal Containers (UC) has several large customers that sell their products through dealers. UC identifies and works with a single individual at each customer and at each dealer. Separate bills are sent to each customer and each dealer. These details need to be stored in a format that clearly displays the business entities and their appropriate representatives.

How should an app builder Implement these regalements?

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

Answer: (SHOW ANSWER)

Creating both customer and dealer as accounts, adding each rep as a contact on the corresponding account, and creating an account hierarchy provides a clear organizational structure and relationship between the entities.

Reference:

Salesforce Help - Account Hierarchies

NEW QUESTION: 66

DreamHouse Realty wants to display a weather map component on a Lightning record page when a house is scheduled for a showing.

How should the app builder meet the requirement?

- A. Component visibility
- B. Field-level security
- C. Field-level field
- D. Sharing rules

Answer: A (LEAVE A REPLY)

To display a weather map component on a Lightning record page conditionally:

A . Component visibility should be used. This feature in the Lightning App Builder allows components on a Lightning page to be displayed based on specific criteria, such as field values or user attributes. In this case, the app builder can set the visibility of the weather map component to only appear when a house is scheduled for a showing based on the relevant field values.

For more details on setting up conditional component visibility, review the guide on Dynamic Lightning Pages.

NEW QUESTION: 67

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

Which tool should be used?

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

Answer: B (LEAVE A REPLY)

Lightning Object Creator is a tool that allows app builders to create an object with fields and import data from a spreadsheet simultaneously. Import Wizard and Data Loader are tools for importing data into existing objects, not creating new objects. Schema Builder is a tool for creating and modifying objects and fields, but not importing data.

NEW QUESTION: 68

What is the process to upgrade an unmanaged package that is currently installed in production?

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

Answer: D (LEAVE A REPLY)

The correct method to upgrade an unmanaged package that is installed in a production environment is to use the update link provided on the Installed Packages page. This process ensures that any modifications or additions in the package are properly integrated without the need to uninstall the previous version, thus preserving existing customizations and data.

A: Uninstalling removes all associated data and customizations, which is not advisable.

B: The Install Wizard is used for initial installations, not upgrades.

C: Installing to a Developer org first is a testing step, not an upgrade path for production.

Reference: Upgrading Unmanaged Packages on Salesforce Help

NEW QUESTION: 69

Universal Containers uses a private Account sharing model. They have a Process Improvement team with representatives from multiple departments that need 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. Use a record Owner sharing rule that is shared with the Process Improvement public group
- C. Use a criteria-based sharing rule where the accounts are shared with the Process Improvement public group
- D. Option 5
- E. Write a trigger to use Apex Managed Sharing to grant access with the Process Improvement team

Answer: (SHOW ANSWER)

NEW QUESTION: 70

After a deal is closed, Cloud Kicks (CK) wants to assign a user as a customer service manager (CSM) in addition to the account owner and would like a new field to easily track and report which CSM is assigned to the Account.

Which solution should an app builder use for this request?

- A. Multi-select picklist field
- B. Picklist field
- C. Lookup field
- D. Text field

Answer: C (LEAVE A REPLY)

The solution that an app builder should use for this request is a lookup field. A lookup field is a type of relationship field that links two objects together and allows users to select a record from another object. The app builder can create a lookup field on the account object that references the user object and allows users to assign a customer service manager (CSM) to the account. Option A is incorrect because a multi-select picklist field is not suitable for this request, as multi-select picklist fields allow users to select multiple values from a predefined list, not from another object. Option B is incorrect because a picklist field is not suitable for this request, as picklist fields allow users to select one value from a predefined list, not from another object. Option D is incorrect because a text field is not suitable for this request, as text fields allow users to enter any alphanumeric characters, not from another object.

NEW QUESTION: 71

What are the capabilities of schema builder ?

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

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 72

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

Which two reasons could be preventing this relationship conversion?

Choose 2 answers

- A. Invoice Line Item records exist without having the Invoice lookup field populated.
- B. There are already two master-detail relationships on the Invoice Line Item.
- C. There is a roll-up summary field on the Invoice object.
- D. Custom objects are unable to be on the detail side of a master-detail relationship.

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 73

A customer service representative at a call center wants to be able to collect information from customers using a series of question prompts.

What should an app builder use to accomplish this?

- A. Approval Process
- B. Flow
- C. Validation Rule
- D. Path

Answer: B (LEAVE A REPLY)

For a customer service representative to collect information through a series of question prompts:

B . Flow. Salesforce Flows allow for the creation of guided interactions that can prompt users for information in a step-by-step manner.

Steps to create a flow for this purpose:

Navigate to Setup → Flows.

Click on 'New Flow' and select a Screen Flow to interactively prompt users.

Design the flow with Screen elements for each question.

Add logic to process responses as necessary.

Save and activate the flow.

Embed or link the flow in a relevant location accessible to the service representative, such as on a record page or in the utility bar.

Flows provide a flexible and powerful way to interactively gather and process customer data in real time.

For detailed guidance on creating Flows, see Salesforce's Flow Builder documentation.

NEW QUESTION: 74

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

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

NEW QUESTION: 75

Universal Containers manages leads in a Lead qualification queue where sales reps can accept ownership of the Lead. Campaign members are required to have a sales owner. What validation rule should an app builder configure?

- A. AND(ISBLANK(Lead.Owner.Id))
- B. NOT(ISNEW() && ISBLANK(Lead.Owner:Queue.Id))
- C. AND(ISNEW(), ISBLANK(Lead.Owner:User.Id))
- D. NOT(ISBLANK(Lead.Owner:Queue.Id))

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 76

Universal Containers is using a custom app to record performance review info for their employees. The performance review should be visible to the employee and the employee's manager, as well as the HR director. How can this be configured? Choose 1 answer.

- A. Use manager sharing to enable sharing with the employee's manager and HR director

- B.** Set the org wide default for Performance Review to private and add a criteria based sharing rule to share performance review records with a public group that includes the employee managers and HR director
- C.** Set the org wide default for Performance Review to private, do not use grant access using hierarchies and use manual sharing for the employee manager and HR director
- D.** Set the org wide default for Performance Review to private and use grant access using hierarchies to give visibility to the employee's manager and HR director

Answer: C (LEAVE A REPLY)

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NEW QUESTION: 77

Which statements are true regarding Roll-Up Summary fields? (select all that apply)

- A.** Once created, you cannot change the detail object selected or delete any field referenced in your roll-up summary definition.
- B.** Validation errors can display when saving either the detail or master record.
- C.** Because roll-up summary fields are not displayed on edit pages, you can use them in validation rules.
- D.** Advanced currency management has no affect on roll-up summary fields.

Answer: (SHOW ANSWER)

NEW QUESTION: 78

An app builder wanes to show Groups as the last navigation menu item in the mobile app. However, (he app builder is unable to select Groups as one of the items on the drop-down menu.

What could cause this?

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

Answer: (SHOW ANSWER)

Groups is available in the Chatter section of the navigation menu, not in the selected list for the navigation menu. According to the Salesforce documentation, "Groups appear in Chatter, not in Navigation Menu." Groups is not available in the recent section of the navigation menu, nor is it

included in the Smart Search items but unavailable on the navigation menu. Groups is unavailable in the selected list for the navigation menu.

NEW QUESTION: 79

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

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 80

Cloud Kicks asked the app builder to insert a list of 25,000 records using deduplication for the Race_Track__c custom object.

Which tool should be used?

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 81

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

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

Choose 2 answers

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

Answer: C,D (LEAVE A REPLY)

The two options that the app builder should avoid to prevent recursion are setting a criteria node to No criteria-just execute the procedure and invocable processes. Setting a criteria node to No criteria-just execute the procedure means that the process will always execute the

actions regardless of the record values, which can cause recursion if the process updates the same record that triggered it. Invocable processes are processes that can be invoked from another process or a flow, which can cause recursion if the invocable process updates the same record that triggered the parent process or flow. Option A is incorrect because IF statements are not an option in Process Builder, but rather a function that can be used in formulas or conditions. Option D is incorrect because the ISCHANGED function is not an option in Process Builder, but rather a function that can be used in formulas or conditions to check if a field value has changed.

NEW QUESTION: 82

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

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

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

NEW QUESTION: 83

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

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

Answer: ([SHOW ANSWER](#))

Schema Builder allows users to create custom objects, fields, and relationships using a drag-and-drop interface. However, one of the limitations of Schema Builder is that fields and relationships can be created, but they will be unable to add the fields to the page layout from the canvas. Users will need to go to the Lightning Object Manager or Setup to edit the page layout and add the fields.

NEW QUESTION: 84

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

Which solution should an app builder recommend?

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

D. Path

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 85

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

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

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

NEW QUESTION: 86

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

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

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

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

NEW QUESTION: 87

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

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

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

Customers who are invited to Chatter groups can only interact with members of their groups. They cannot invite other members, @mention accounts, or request access to public groups

NEW QUESTION: 88

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

- A. To view the record page, users need "View All Data" permissions for the object.

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

Answer: (SHOW ANSWER)

NEW QUESTION: 89

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

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

Answer: B (LEAVE A REPLY)

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

If you change the data type of any custom field that is used for lead conversion, that lead field mapping will be deleted. You would have to recreate the field mapping, this satisfies the requirements.

NEW QUESTION: 90

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 sandbox was refreshed too early.
- B. The sandbox is still populating data.
- C. The selected objects in the sandbox template.
- D. The Partial sandbox is at capacity.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 91

The VP of sales requested that Account Site Information should be visible on an Opportunity record. What is the recommended salutation to meet this requirement?

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

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 92

An app builder has downloaded a component from the AppExchange successfully; however, they are unable to add it to the Lightning home page.

Which two reasons can be preventing the app builder from being able to add the custom component?

Choose 2 answers

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

Answer: A,D (LEAVE A REPLY)

Two reasons that can prevent an app builder from adding a custom component to the Lightning home page are if My Domain is not deployed, or if the component is tagged for record pages instead of home pages. My Domain must be deployed to add custom components to the page with the App Builder, as it enables Lightning components and other features. The component must be tagged for home pages in its configuration file, otherwise it will not show up in the App Builder for home pages

NEW QUESTION: 93

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

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

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

Answer: B (LEAVE A REPLY)

The best field type to use for the Planet Details field is Rich Text Area. This field type allows users to enter formatted text, images, and links. Long Text Area does not support images and links, Multi-Select Picklist does not allow text entry, and URL only allows a single web address.

NEW QUESTION: 94

An app builder has created a change set and deployed a report from their development sandbox for User Acceptance Testing. When the app builder runs the report, no data is returned.

What can be a reason for this?

- A. Reports have to be deployed with Salesforce DX.
- B. Reports have to be manually re-created in each environment.
- C. Data is deployed when added to a change sets.
- D. Data is unable to be deployed with change sets.

Answer: (SHOW ANSWER)

Data is unable to be deployed with change sets. Change sets are used to deploy metadata components such as custom objects, fields, workflows, reports, etc. from one Salesforce org to another. However, change sets do not include any data or records from the source org. Users will need to use other tools such as Data Loader or Data Import Wizard to migrate data between orgs. [Source]

NEW QUESTION: 95

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

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

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

NEW QUESTION: 96

Ursa Major Solar has a lookup relationship between a custom Galaxy__c object and a custom Star__c object. An app builder wants to create a roll-up summary field that counts the total number of Star__c records related to each Galaxy__c record.

How would the current configuration impact the ability to achieve the desired result?

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 97

Which type of relationships can be defined with external objects? Choose 2 answers

- A. External Lookup
- B. Indirect Lookup

C. Cross-Organization Lookup

D. External Master-Detail

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 98

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

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

A. Salesforce Lightning Component Library houses existing global actions prebuild for use.

B. The global action's layout automatically clones the default page layout.

C. Global actions are record-specific and are available when searching that particular

D. Global actions can be accessed anywhere actions are pages, feed and Chatter groups,

Answer: (SHOW ANSWER)

NEW QUESTION: 99

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

Which two conditions should the app builder review?

Choose 2 answers

A. If the list view restricts sharing for the user

B. If the list view selected is the recently viewed list view

C. If the list view contains a chart created by the user

D. If the list view contains more than one record type

Answer: B,D (LEAVE A REPLY)

Two conditions that can prevent inline editing on a list view are if the list view selected is the recently viewed list view, or if the list view contains more than one record type. The recently viewed list view does not support inline editing, as it is not based on a single object. The list view must have a single record type to enable inline editing, as different record types may have different fields and values

NEW QUESTION: 100

DreamMouse Realty has a mentorship program that pairs experienced Realtors with new Realtors. Each experienced Realtor can mentor one or several new Realtors, and each new Realtor is required to work with a single experienced Realtor they report to for a probationary period.

What type of relationship would an app builder set up to meet this specification?

A. Indirect lookup

B. Many-to-many

C. Master-detail

D. Lookup

Answer: D (LEAVE A REPLY)

Lookup is the type of relationship that would be set up to meet the specification of pairing experienced Realtors with new Realtors. According to the Salesforce documentation, "A lookup relationship creates a loose association between objects. The lookup field allows users to select a record from another object." Indirect lookup is used for junction objects on different platforms. Many-to-many is not a type of relationship, but a result of using junction objects. Master-detail is used for creating parent-child relationships.

NEW QUESTION: 101

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

Which type of testing environment should the app builder create?

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

Answer: B (LEAVE A REPLY)

Partial Copy is the type of testing environment that the app builder should create to use a sandbox template for Accounts, Projects, and Project Milestones. According to the Salesforce documentation, "Partial Copy sandboxes copy your production org's configuration (metadata) and some of your production org's data as defined by a sandbox template." Developer, Developer Pro, and Scratch Org are not types of testing environments that support sandbox templates.

NEW QUESTION: 102

Universal Containers (UC) wants to test code against a subset of production data that is under 5 GB. Additionally, UC wants to refresh this sandbox every weekend.

Which type of sandbox should be used to accomplish this?

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

Answer: B (LEAVE A REPLY)

To test code against a subset of production data under 5 GB and to refresh the sandbox environment weekly, the most suitable type of sandbox is:

Partial Copy (B). A Partial Copy sandbox includes a copy of your production org's metadata and a subset of your production data as defined by the sandbox template. It allows up to 5 GB of data and can be refreshed every 5 days, making it ideal for scenarios where a representative sample of production data is needed for testing without the storage and refresh limitations of a Full Copy sandbox.

Developer Pro (A) and Developer (D) sandboxes also allow for testing and development but do not include a subset of production data-they either have no data or only limited sample data. A

Full Copy sandbox (C) provides a full replica of production data, far exceeding the 5 GB requirement and generally is refreshed less frequently due to larger data volume and longer copy times.

Reference for sandbox types and their capabilities:

Sandbox Types and Templates: https://help.salesforce.com/articleView?id=sf.data_sandbox_implementation_tips.htm&type=5

NEW QUESTION: 103

When a sales rep submits an account for approval, Universal Containers wants the user to answer additional questions via a popup window to populate additional record fields.

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

- A. Process Builder and Flow
- B. Lightning component and Process Builder
- C. Custom picklist field and Process Builder
- D. Custom button and Flow

Answer: D (LEAVE A REPLY)

The app builder should use a custom button and Flow to achieve the desired result. A custom button is a button that can invoke custom logic or actions when clicked by a user. A Flow is a type of automation tool that can guide users through a series of screens and perform actions based on user input. In this case, the app builder can create a custom button on the Account object that launches a Flow when clicked by a user. The Flow can display a popup window with questions for the user to answer and populate additional fields on the Account record based on the user input. Option A, B, and C are not tools that can achieve this result.

NEW QUESTION: 104

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 105

Universal Containers has a custom object that holds over 100 fields. The app builder wants to break up the fields into separate tabs on the lightning page.

Which Lightning component is most appropriate to fulfill this requirement?

- A. Highlights panel
- B. Record detail
- C. Field section
- D. Accordion

Answer: D (LEAVE A REPLY)

The "Accordion" Lightning component is designed to break up content into collapsible sections. This component would be suitable for managing the visibility of large numbers of fields by grouping them into separate tabs or sections that can expand and collapse. This makes navigation easier and declutters the interface.

A: Highlights panel is used for displaying key record information at the top of the page and is not designed for managing multiple fields.

B: Record detail displays all fields on a single layout, which does not suit the requirement to break up the fields.

C: Field section does not exist as a standard Lightning component. Reference: Accordion Component in the Lightning Component Library

NEW QUESTION: 106

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

How should the app builder configure the InvoiceNumber field?

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

Answer: (SHOW ANSWER)

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NEW QUESTION: 107

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

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

- A. ISPICKVAL(Galaxy__r.Type__c)
- B. VALUE(Galaxy_r.Type__c)
- C. TEXT(Galaxy_r.Type_c)
- D. FIND(Galaxy__r.Type__c)

Answer: C (LEAVE A REPLY)

TEXT() is a formula function that converts a picklist value to text. This can be used to display the Type field from the parent object Galaxy on the child record Star. ISPICKVAL() is used to check if a picklist value is equal to a specified value. VALUE() is used to convert text that represents a number to a number. FIND() is used to locate one text string within another text string.

NEW QUESTION: 108

Which capability allows an app builder to grant object-level access? Choose 2 answers

- A. Assigning a user a Role that allows Read access to an object.
- B. Assigning a user a Profile that allows Read access to an object
- C. Assigning a user a Public Group that allows for Read and Edit access to an object
- D. Assigning a user a Permission Set that allows for Read and Edit access to an object

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 109

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

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 110

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

How should an app builder configure the proper access?

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

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

NEW QUESTION: 111

Universal Containers wants to test code against a subnet of production data that is under 5 GB, Additionally, Universal Containers wants to refresh this sandbox every weekend.

Which type of sandbox should be used to accomplish this?

- A. partial Copy
- B. Developer Pro
- C. Developer
- D. Full

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

NEW QUESTION: 112

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 113

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

- A. Tests are executed during deployment
- B. Unmanaged packages can be upgraded
- C. Unmanaged packages don't have a version number
- D. Components of unmanaged packages can be edited
- E. Unmanaged packages have a namespace prefix

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 114

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 115

Cloud Kicks (CK) captures all shipping information in a custom object called Shipments__c. CK's app builder is tasked with creating an approval process to ensure department members can approve all overnight shipments.

Where should the app builder route the approval request?

- A. Hierarchy field
- B. Role
- C. Public group
- D. Queue

Answer: C (LEAVE A REPLY)

Public group is the best option to route the approval request for overnight shipments. Public groups can include users, roles, or other groups. Queues are used to assign ownership of records to a group of users, not for approval processes. Hierarchy field and role are not flexible enough to include only the department members.

NEW QUESTION: 116

Universal Containers (UC) maintains information for over 2 million assets in an external system. UC needs to access these assets in real-time data in Salesforce and is nearing the data storage limits.

What feature could an app builder recommend UC use?

- A. Data Loader
- B. Salesforce Connect
- C. Salesforce to Salesforce
- D. Data Export Wizard

Answer: (SHOW ANSWER)

The app builder should recommend UC use Salesforce Connect to access the assets in real-time data in Salesforce. Salesforce Connect is a feature that allows users to view, search, and modify data that is stored outside Salesforce, such as in an external system. Salesforce Connect uses external objects and external data sources to integrate data from various sources without copying or synchronizing it. This can help UC access their assets in real-time without consuming data storage limits in Salesforce. Option A, C, and D are not features that can meet this requirement.

NEW QUESTION: 117

The DreamHouse Realty (DR) service manager has asked for some improvements in case management to enforce process compliance so that cases are unable to be reverted to an earlier case status, and to ensure that certain fields are required when specific case criteria are met.

What solution should an app builder implement to meet these requirements?

- A. Workflow Rules
- B. Process Builder
- C. A Validation Rules
- D. Activities Component

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

A validation rule can enforce process compliance by preventing users from saving records that do not meet certain criteria. In this case, a validation rule can prevent users from reverting to an earlier case status or leaving certain fields blank when specific case criteria are met

NEW QUESTION: 118

Which type of field cannot be universally required?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 119

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 120

What is a use case for validation rules?

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

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

NEW QUESTION: 121

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

- A. Amount

- B. Type
- C. Forecast Category
- D. Probability
- E. Close Date

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 122

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

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 123

What metadata can be made manually in production without deployment? (Choose 2)

- A. Apex class
- B. Reports and Dashboards
- C. Visualforce
- D. Apex trigger

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

NEW QUESTION: 124

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

Why did the package fail to install?

- A. Incorrect license types
- B. Package features not compatible

C. Object limits exceeded

D. Apex unit test failures

Answer: D (LEAVE A REPLY)

Apex unit test failures can cause a package installation to fail. According to the Salesforce documentation, "If your package contains Apex code, all tests must complete successfully for your package to install." Incorrect license types, package features not compatible, and object limits exceeded are not valid reasons for a package installation failure.

NEW QUESTION: 125

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

Choose 2 Answers

A. Criteria-based sharing rules.

B. Owner-based sharing rules.

C. Dynamic role hierarchy

D. Public or private groups.

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 126

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

A. "Save" should be clicked each time a new object, field, or relationship is created.

B. Fields and relationships can be created, but they will be unable to add the fields to the page layout from the canvas.

C. Relationships can be made to any custom objects, but any relationships to standard objects should be built in Lightning Object Manager.

D. Custom fields can be added to any custom objects, excluding formula field types.

Answer: A (LEAVE A REPLY)

Schema Builder allows users to create custom objects, fields, and relationships using a drag-and-drop interface. However, one of the limitations of Schema Builder is that fields and relationships can be created, but they will be unable to add the fields to the page layout from the canvas. Users will need to go to the Lightning Object Manager or Setup to edit the page layout and add the fields.

NEW QUESTION: 127

Universal Containers has a requirement that an Opportunity should have a field showing the value of its associated account's billing state. This value should not change after the Opportunity has been created. What is the recommended solution to configure this automation behavior?

A. Workflow

B. Apex

C. Formula Field

D. Roll-up-summary field

Answer: A (LEAVE A REPLY)

NEW QUESTION: 128

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

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

Answer: C (LEAVE A REPLY)

The Owner field on the Master record determines the ownership and sharing access of the detail record in a master-detail relationship. According to the Salesforce documentation, "The detail record inherits the sharing and security settings of its master record." The default owner is not set in the parent object's settings, the Owner field on the Detail record does not exist, and the owner is not set independently on the detail object's settings.

NEW QUESTION: 129

An app builder notices several Accounts converted from Leads are missing information they expected to be caught via Account validation rules.

What could be the source of this issue?

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 130

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

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

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

The import wizard only allows values to be imported into a dependent picklist if they match the appropriate controlling field. This ensures data integrity and prevents invalid values from being imported. Custom picklist fields can be either controlling or dependent fields. This allows the

app builder to create custom dependencies between custom picklists. Checkbox fields can be controlling fields but not dependent fields. This allows the app builder to create dependencies based on checkbox values, such as true or false. Multi-select picklist fields can be dependent picklist fields but not controlling fields. This allows the app builder to create dependencies based on multiple values selected in a multi-select picklist field. Standard and custom picklist fields can be dependent fields, but not all standard picklist fields can be controlling fields. Some standard picklist fields, such as Lead Status or Opportunity Stage, cannot be controlling fields because they are used in other processes, such as lead conversion or sales path

NEW QUESTION: 131

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

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 132

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

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

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 133

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

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

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

Answer: B (LEAVE A REPLY)

Create a validation rule on the Account object is how the app builder can keep accounts with open opportunities from being deleted. According to the Salesforce documentation, "Validation rules verify that data entered by users in records meet the standards you specify before they

can save it." A validation rule can check if an account has any open opportunities and display an error message if someone tries to delete it. Create an Apex trigger on the Account object, remove the delete button on the account layout, and remove the Delete permission from the Sales Rep profile are not valid or sufficient solutions for this requirement.

NEW QUESTION: 134

Universal Containers uses a private sharing model for opportunities. This model CANNOT be changed due to a regional structure. A new sales operations team has been created. This team needs to perform analysis on Opportunity data, all should have read and write access to all Opportunities.

What are two recommended solutions for the app builder to give the users appropriate access?
Choose 2 answers

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

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

The two recommended solutions for the app builder to give the users appropriate access are creating a criteria based sharing rule to all opportunities with the sales operations public group and adding a permission set with 'View All' and 'Modify All' opportunity permissions enabled. A criteria based sharing rule can grant read and write access to all opportunities that meet certain criteria to a specified group of users. A permission set can grant additional object-level permissions to users without changing their profiles. Option B is incorrect because adding a manual share for all opportunities with each user on the sales operations team is not scalable or maintainable. Option D is incorrect because creating a criteria-based sharing rule to share all opportunities with the sales operations private group is redundant, as private groups are used to manually share records with individual users or other groups.

NEW QUESTION: 135

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

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

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

NEW QUESTION: 136

The VP of sales at Universal Containers wants to have a set of screens to guide the inside sales team through collecting and updating data for leads. How can the App Builder accomplish this?

- A. Visual workflow
- B. Lightning Connect
- C. Lightning Process Builder
- D. Workflow

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

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NEW QUESTION: 137

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 138

What type of field can be referenced by a Roll-up Summary field using SUM? Choose 3 answers

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

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

NEW QUESTION: 139

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

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

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

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

NEW QUESTION: 140

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

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

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 141

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.

What steps should an App Builder take to meet these requirements?

- A. Create a Full Sandbox and use a sandbox template
- B. Create a Developer Pro Sandbox and schedule Data loader to download selected object data weekly.
- C. Create a Partial Copy Sandbox and use a sandbox template.
- D. Create a Developer Sandbox and schedule Data loader to download selected object data weekly.

Answer: C (LEAVE A REPLY)

The steps that the app builder should take to meet these requirements are creating a Partial Copy Sandbox and using a sandbox template. A Partial Copy Sandbox can include data records, exclude confidential objects, and be refreshed weekly. A sandbox template can specify which objects and data are copied from the production org to the sandbox org. Option A is incorrect because creating a Full Sandbox and using a sandbox template is not necessary for this requirement, as Full Sandboxes copy all data and metadata from the production org and can only be refreshed every 29 days. Option B is incorrect because creating a Developer Pro Sandbox and scheduling Data Loader to download selected object data weekly is not feasible for this requirement, as Developer Pro Sandboxes do not include data records by default and Data Loader cannot be scheduled to run weekly. Option D is incorrect because creating a Developer Sandbox and scheduling Data Loader to download selected object data weekly is not feasible for this requirement, as Developer Sandboxes do not include data records by default and Data Loader cannot be scheduled to run weekly.

NEW QUESTION: 142

An app builder has created a custom Lightning App and wants to make it available to the internal users at Universal Containers.

Which two steps are necessary to accomplish this task?

Choose 2 answers

- A. Add the app to a Visualforce page.
- B. Upload the app to Static Resources.
- C. Create a subdomain using My Domain.
- D. Build a Custom Tab for the app.

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

The app builder needs to do two steps to make the custom Lightning App available to the internal users at Universal Containers:

Create a subdomain using My Domain: My Domain is a feature that allows an organization to set up a custom domain name for their Salesforce instance. This is required to use custom Lightning components and apps in Salesforce1.

Build a Custom Tab for the app: A custom tab is a tab that displays any custom object or web page in Salesforce. This is required to make the custom Lightning App accessible from the navigation menu or app launcher2. Option A and B are not necessary steps to make the custom Lightning App available to the internal users.

NEW QUESTION: 143

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

New cases populate a green circle

Day-old cases populate a yellow circle

Three-day-old cases populate a red circle

How should an app builder implement this requirement?

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

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

A formula field is a read-only field that derives its value from a formula expression you define. The formula field is updated when any of the source fields change. You can use formula fields to display images based on certain conditions. In this case, a formula field can be used to display a green, yellow, or red circle image based on the case age.

NEW QUESTION: 144

Universal Containers wants to match Opportunity data from Salesforce to the records in a financial database.

What is required to configure an indirect lookup relationship in Salesforce between the Salesforce Opportunity records and those in a financial database?

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

Answer: C (LEAVE A REPLY)

An indirect lookup relationship is a custom relationship between two objects that are linked by an external ID field. The external ID field must be a custom field on the parent object that has the "External ID" attribute enabled. The child object must be a standard or custom object that is on the detail side of a master-detail or lookup relationship.

NEW QUESTION: 145

An app builder is creating a custom object called Testimonial__c and wants to connect Testimonial__c records with both the submitter's Contact record and Account record. If the Account is deleted, the Testimonial__c should also be deleted. If the Contact is deleted, but the Account remains, the Testimonial__c should remain.

How should this be accomplished?

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

Answer: (SHOW ANSWER)

NEW QUESTION: 146

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

What could be causing this issue?

- A. Access to the necessary object is unavailable.
- B. The report type is in a status of Deployed.
- C. The report type is in a status of In Development.
- D. Access to Create and Customize Reports is disabled.

Answer: (SHOW ANSWER)

NEW QUESTION: 147

To synchronize accounts, orders, and shipments in real time, a developer has built a custom interface between an external system and Salesforce. Prior to deployment, the developer needs

to confirm that the interface can sustain the syncing of thousands of records at a time. Which sandbox environment is recommended to complete performance and load testing?

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

Answer: ([SHOW ANSWER](#))

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