

Platform-App-Builder Dumps

Salesforce Certified Platform App Builder (SP19)

<https://www.certleader.com/Platform-App-Builder-dumps.html>



NEW QUESTION 1

Ursa Major Solar wants to create a relationship between the standard Contact object and a custom Solar Project object. Contacts potentially be related to multiple Solar Project objects, and a Solar Project can have multiple Contacts associated with it. How should an app builder configure the data model?

- A. One Master-detail relationship on Contact and one Master-detail relationship on Solar Project
- B. Two Lookup relationships on a new custom object
- C. One Lookup relationship on Contact and one Lookup relationship on Solar Project
- D. Two Master-detail relationships on a new custom object

Answer: A

NEW QUESTION 2

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

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

Answer: B

NEW QUESTION 3

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

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

Answer: A

NEW QUESTION 4

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: B

NEW QUESTION 5

Cloud Kicks wants to know the total value of all won Opportunities for Accounts and display it on the record. What type of summary should the app builder use in the roll-up summary field?

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

Answer: C

NEW QUESTION 6

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

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

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

Answer: B

NEW QUESTION 7

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

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

- A. Process Builder

- B. Workflow rule
- C. Approval process
- D. Apex

Answer: C

NEW QUESTION 8

A Service Coordinator (SC) for Ursa Major Solar (UMS) does a final review of work orders owned by a technician for a specific region before the records are submitted for an invoice. Before closing out the work order, the SC needs to modify data or remove attachments that were added by mistake. The SC also needs access to any other related records owned by the technician.

What solution would provide the required access, given a private data model?

- A. Give the SC a permission set with the Modify All Data system permission.
- B. Put the SC in the role hierarchy above the technicians whose work orders they review.
- C. Create a workflow rule that updates records owned by technicians in that region with the SC.
- D. Change work order access on the SC's profile to 'Modify All'.

Answer: B

NEW QUESTION 9

The services manager wants to make sure the team enters case priority consistently. What feature can an app builder use to accomplish this?

- A. Path
- B. Flow
- C. Next Best Action
- D. In-App Guidance

Answer: D

NEW QUESTION 10

Universal Containers wants to display the real-time stock price for each Account on the Account record page. How should an app builder implement this request?

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

Answer: B

NEW QUESTION 10

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

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

Answer: A

NEW QUESTION 14

Cloud Kicks (CK) wants to track orders against inventory, ensuring its ability to fulfill order requests. CK created a junction object called Request Inventory to enable many-to-many relationships with the Inventory and Order objects.

What does the app builder need to provide to ensure users can view Request Inventory records?

- A. Read access to both master objects.
- B. Apex-based sharing on the first master object.
- C. Sharing rules on Request Inventory object.
- D. Read access to the first master object.

Answer: A

NEW QUESTION 17

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

When should the full sandbox be refreshed?

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

Answer: B

NEW QUESTION 18

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

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

Answer: A

NEW QUESTION 23

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. Process Builder
- C. Big Deal Alert
- D. Workflow

Answer: AB

NEW QUESTION 26

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

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

Answer: BD

NEW QUESTION 31

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

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

Answer: B

NEW QUESTION 34

Cloud Kicks wantsto set up a new opportunity approval process and execute various action items based on the initial submission. Which three action types should an app builder use in the approval process? Choose 3 answers

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

Answer: ABC

NEW QUESTION 37

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: AC

NEW QUESTION 40

An app builder would like to streamline the user experience by reflecting summarized calculations of specific fields on various objects. Which field types could be used in roll-up summary fields to accomplish this? Choose 3 answers

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

E. Time

Answer: ABC

NEW QUESTION 44

An app builder is creating a Lightning record page and has added Mobile & Lightning Actions to the page layout. What two components could be included on the layout to display the actions? Choose 2 answers

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

Answer: AC

NEW QUESTION 49

An app builder installed a custom Lightning component from AppExchange and has deployed My Domain. What should be done next in order to configure the component for use in a record page?

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

Answer: A

NEW QUESTION 51

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

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

Answer: D

NEW QUESTION 52

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

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

Answer: C

NEW QUESTION 56

Universal Containers wants users to have access to the pricing guidelines document when viewing a Contract related to an Account. What feature should an app builder use to create easy access to the document?

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

Answer: D

NEW QUESTION 59

An app builder is preparing to deploy a new app from the sandbox to production using change sets. What two considerations should an app builder keep in mind during this process? Choose 2 answers

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

Answer: BD

NEW QUESTION 60

Cloud Kicks wants to summarize the number of open Cases related to an Account, as well as the number of closed Cases to indicate whether customer support utilization is high, medium, or low. Two number fields have been created: NUM_Open_Cases__c and NUM_Closed_Cases__c

Which two automation solutions would meet these business requirements? Choose 2 answers

- A. AppExchange
- B. Process Builder
- C. Workflow
- D. Apex

Answer: BD

NEW QUESTION 65

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: D

NEW QUESTION 69

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

Answer: B

NEW QUESTION 73

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

What two components could be included on the layout to display the actions? Choose 2 answers

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

Answer: AC

NEW QUESTION 75

Cloud Kicks (CK) switched to Lightning Experience and started using Chatter across its global workforce to support its fast-paced sales cycle. CK loves Chatter but struggle with gathering feedback from core team members, including understanding who is available to respond.

Which two ways could CK use Chatter to solve this problem? Choose 2 answers

- A. Streams
- B. Polls
- C. Out of Office
- D. Topics

Answer: BC

NEW QUESTION 77

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

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

Answer: AB

NEW QUESTION 81

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

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

Answer: B

NEW QUESTION 82

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

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

Answer: A

NEW QUESTION 87

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

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

Answer: D

NEW QUESTION 88

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

Which two details should the app builder know when using external ID fields? Choose 2 answers

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

Answer: AD

NEW QUESTION 91

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

What type of sandbox should each team member use?

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

Answer: B

NEW QUESTION 94

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

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

Answer: C

NEW QUESTION 96

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

How could an app builder meet this requirement?

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

Answer: A

NEW QUESTION 100

Universal Containers created a custom object called Component to capture details about products sold. What approach should an app builder take to show Component as a related list on Product?

- A. Create a master-detail relationship on Product to Component

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

Answer: D

NEW QUESTION 103

What are two capabilities of Schema Builder? Choose 2 answers

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

Answer: CD

NEW QUESTION 104

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

Which tool should be used?

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

Answer: B

NEW QUESTION 106

An app builder wants to limit the amount of fields users are required to fill out when creating a new Opportunity. Once they fill out the required fields and save, the full record page with additional fields relevant to the Opportunity type becomes available.

How could this be accomplished?

- A. Make the Opportunity type a required field on the initial Opportunity page layout and use automation to fill in the type field to a record type.
- B. Use different page layouts for Opportunity types based on the user profile.
- C. Once the required fields are populated, use a sharing rule to share the new fields with the user.
- D. Hide additional sections on the page layout and show the users how to manually expand them when they want to fill in the fields in the hidden sections.

Answer: A

NEW QUESTION 108

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

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

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

Answer: D

NEW QUESTION 110

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

Which two conditions should the app builder review? Choose 2 answers

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

Answer: AD

NEW QUESTION 114

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

Which feature would an app builder use?

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

Answer: B

NEW QUESTION 119

universal containers is migrating its sales operations from alegacy system that was used. opportunities need to be imported with the proper country currency. Which two steps should an app builder configure to meet these requirements ?
Choose 2 answers.

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

Answer: AB

NEW QUESTION 121

Universal Containers allows all employees to submit reviews for leadership using a custom object called Review. These Reviews should only be visible to the HR department and the employee who submitted the record.
Which three steps should an app builder take to properly control access to Reviews? Choose 3 answers

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

Answer: ACE

NEW QUESTION 125

A sales manager at Cloud Kicks wants the team to spend more time in the field and less time manually entering the information found on the business cards they collect.
What should an app builder do to help achieve this goal without sacrificing data quality?

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

Answer: A

NEW QUESTION 130

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 canapprove all overnight shipments.
Where should the app builder route the approval request?

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

Answer: D

NEW QUESTION 135

Which three Salesforce functionalities are ignored when processing field updates in workflow rules andapproval processes?

- A. Multiple currencies
- B. Field-Level Security
- C. Validation Rules
- D. Record type picklist value assignments
- E. Decimal places and character limits

Answer: ADE

NEW QUESTION 139

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

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

Answer: AC

NEW QUESTION 142

universal containers has 20 different workflows on the opportunity object. To ensure that updates are processing properly for all field updates uc has the re-evaluate workflow rules after field change checkbox checked. Recently after adding a new workflow, users have reported receiving errors about workflow limits. What should a app builder look at so address this?

- A. Talk to a developer about apex code issues
- B. Number of workflows per object limits
- C. Workflows that cause each other to fire back and forth recursively
- D. Workflows on other objects that are being re triggered

Answer: C

NEW QUESTION 145

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

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

Answer: D

NEW QUESTION 150

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

- A. Incorrect license types
- B. Package features not compatible
- C. Object limits exceeded
- D. Apex unit test failures

Answer: D

NEW QUESTION 155

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

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

Answer: D

NEW QUESTION 159

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

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

Answer: C

NEW QUESTION 160

An app builder created multiple custom fields, page layouts, and reports in the sandbox and added them to a change set set was deployed to production, the reports were NOT deployed. What should the app builder do?

- A. Move the reports to the Untried Public Reports folder and add them to a new change set.
- B. Move the reports from the Unfiled Public Reports folder and add them to a new change set
- C. Recreate the reports in productio
- D. Reports are not supported in change sets
- E. Add the reports to an unmanaged package and install the unmanaged package into production.

Answer: A

NEW QUESTION 165

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

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

Answer: AD

NEW QUESTION 169

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

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

Answer: B

NEW QUESTION 171

An app builder at Cloud Kicks created a custom object and related fields in the schema builder. What next steps should the app builder take to ensure users can access the new object and fields?

- A. Create a permission set for access to the object and fields.
- B. Allow reporting for the object and fields.
- C. Assign data types to the fields on the object.
- D. Add the fields to the page layout on the object.

Answer: D

NEW QUESTION 174

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

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

Answer: AC

NEW QUESTION 177

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

NEW QUESTION 178

Management at Universal Containers wants a quick way to create additional accounts to form a hierarchy from a parent account record. They want to auto-populate five fields based on the parent to make it easier for users to create the child accounts quickly.

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

Answer: B

NEW QUESTION 180

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

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

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

Answer: AC

NEW QUESTION 181

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

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

D. Page layout, record types, process builder field update

Answer: D

NEW QUESTION 183

Sales reps at Universal Containers create multiple quotes per opportunity.
What automation tool should an app builder recommend to delete rejected quotes?

- A. Approval process
- B. Validation rule
- C. Workflow rule
- D. Flow

Answer: D

NEW QUESTION 185

Universal Containers wants some enhancements on its Opportunity page layout to improve efficiency and collaboration.
Which two solutions should an app builder suggest to help meet these requirements? Choose 2 answers

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

Answer: AC

NEW QUESTION 190

Ursa Major Solar (UMS) is looking to hire some new employees. UMS wants to allow the same applicant to apply for multiple open positions using a single application.
What should an app builder recommend to meet these requirements?

- A. Create a master-detail relationship on Open_Position__c to Application__c
- B. Create a master-detail relationship held on Applicant__c to Application__c
- C. Create a master-detail relationship field on Application__c to Open.Position__c
- D. Create a master-detail relationship field on Applicant__c to Apphcabon_c

Answer: A

NEW QUESTION 193

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

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

Answer: BC

NEW QUESTION 194

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

NEW QUESTION 197

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: C

NEW QUESTION 201

Universal Containers (UC) wants to delete data in several fields for 5000 lead records. UC exports the selected record IDs and fields that need to have data deleted

in a csv file. Which two steps should an app builder suggest to meet these requirements ? Choose 2 answers

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

Answer: CD

NEW QUESTION 202

The app builder at UrsaMajor Solar has just created a master-detail relationship between a parent object Galaxy__c and child object Star__c. What would be the effect of creating this type of relationship if users want to report on Galaxy__c with Star__c?

- A. A Star__c report typewith 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 typewill need to be created for Galaxy__c with Star__c.

Answer: D

NEW QUESTION 206

Cloud Kicks Is redefining its entire business process to convert the Manager Notes field from a long text area files. The goal is to encourage managers to be more concise In their comments and stay at 255 characters or less. There is preexisting information In the Manager Notes field that often is well beyond the character limit.

Whatwould happen to any existing information if the app builder tries to convert a preexisting long text area field to text area'

- A. Preexisting information will truncate to the first 255 characters.
- B. Preexisting Information in the field will be completelylost.
- C. Preexisting information will remain even if it was over 255 characters.
- D. Preexisting information will cause an error message to pop up.

Answer: A

NEW QUESTION 208

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 builderconfigure?

- 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: D

NEW QUESTION 210

Cloud Kicks works on an annual subscription model. When a sale 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 notifiedabout closed deals in order to initial the contract process with the customer.

Which automation solution would meet these requirements?

- A. Approval Process
- B. Outbound Message
- C. Validation Rule
- D. Record-triggered flow

Answer: B

NEW QUESTION 215

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

- A. Standard buttons can be changed on lookup dialogs, list views, and search result layouts
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- D. Standard buttons can be overridden, relocated onthe detail page, and relabeled

Answer: BC

NEW QUESTION 220

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 functionally?

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

D. GlobalAction

Answer: B

NEW QUESTION 223

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 Meld
- B. Picklist field
- C. Lookup field
- D. Text field

Answer: C

NEW QUESTION 228

Due to the complexity of the Universal Containers sandbox release schedule and requirements, it is advised that change sets are used as often as possible to migrate from one environment to another.
Which three common items can an app builder move when using a change set? Choose 3 answers

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

Answer: CDE

NEW QUESTION 233

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: BD

NEW QUESTION 238

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

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

Answer: C

NEW QUESTION 240

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

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

Answer: C

NEW QUESTION 241

When an opportunity is closed date is pushed more than 30 days, manager approval is required. An approval process is in place but reps frequently forget to submit for approval to run the process.
How can an app builder ensure that these opportunities are submitted into the approval process?

- A. Change the entry criteria on the approval process to criteria are met and lock the record on initial submission.
- B. Use a validation rule and an email alert to the manager requesting approval.
- C. Submit the record for approval from an automated process.
- D. Give the manager the "API Enabled" permission to permit approval responses by email.

Answer: C

NEW QUESTION 243

Cloud Kicks has a shipment date on each shipment that is sent out. Dispatchers need more details on the day and time the shipment was sent out. The app builder needs to change the current field type that is used from Date to Date/Time.

What should the app builder be aware of when it comes to data already in the system?

- A. The change will be instant
- B. Historical data will be updated to 12:00 timestamp.
- C. The field name will change.
- D. Data loss will be experienced.

Answer: D

NEW QUESTION 246

DreamHouse Realty is building a custom Lightning app to track its expanding solar water collection business. The Lightning app currently contains a custom Lightning record page with standard components.

From which two resources should an appbuilder get custom components to bring into the new Lightning app? Choose 2 answers

- A. AppExchange
- B. Apex Code
- C. Import Wizard
- D. Visualforce

Answer: CD

NEW QUESTION 249

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

Which category handles bug fixes and simple changes?

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

Answer: A

NEW QUESTION 252

Which opportunity standard field is available to be configured directly? Choose3

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

Answer: BCD

NEW QUESTION 255

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

Street (Street__c)

City (City__c)

Planet (Planet__c)

Galaxy (Galaxy__c)

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

A)

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

B)

Street
City, Planet Galaxy

C)

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

D)

Street__c
City__c, Planet__c Galaxy__c

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

Answer: C

NEW QUESTION 259

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

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

- A. Create an account record type for external accounts.
- B. Define an owner-based sharing rule for external accounts.
- C. Define a permission set for external accounts.
- D. Set the account external OWD to private.

Answer: D

NEW QUESTION 264

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

How should an app builder troubleshoot this issue?

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

Answer: C

NEW QUESTION 269

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

What functionality should be used to set up packages?

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

Answer: D

NEW QUESTION 273

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 answers

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

Answer: AB

NEW QUESTION 277

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

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

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

Answer: B

NEW QUESTION 278

The Director of Marketing at Northern Trail Outfitters wants the app builder to create a formula field that tracks how many days have elapsed since a contact was sent a marketing communication. The director is only interested in whole units.

Which function should be used to return a date for calculating the difference?

- A. DATETIMEVALUE()
- B. TODAY()
- C. DATEVALUE()
- D. NOW()

Answer: B

NEW QUESTION 283

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: AC

NEW QUESTION 288

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