

Salesforce.DEV-450.v2022-03-22.q26

Exam Code:	DEV-450
Exam Name:	Salesforce Programmatic Development using Apex and Visualforce
Certification Provider:	Salesforce
Free Question Number:	26
Version:	v2022-03-22
# of views:	822
# of Questions views:	260
https://www.exam-tests.com/DEV-450-exam/Salesforce.DEV-450.v2022-03-22.q26.html	

NEW QUESTION: 1

The administrator at Universal Containers will create a custom field to track a specific Tier 2 support user on a case record.

What data type should be used when creating the custom field?

- A. Formula
- B. Hierarchical relationship
- C. Lookup filter
- D. Lookup relationship

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

A marketing user has received a file of leads to import into Salesforce.

What tool can be used to avoid duplicate lead records?

- A. Data import Wizard
- B. Merge leads function
- C. Validation rules
- D. Data loader

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 3

Which two levels of access should be set when sharing a document folder with users?

(Choose two.)

- A. Read/Write/Create
- B. Read/White
- C. Read-only

D. Read/Write/Create/Delete

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

NEW QUESTION: 4

Universal Containers requires that the organization-wide default for opportunities be set to public read/write.

However, sales users complain that opportunity reports return too many results, making it difficult to find their team's opportunities in the report results.

How can the System Administrator address the problem?

- A. Update the opportunity report access.
- B. Update the account team settings.
- C. Update the sales manager hierarchy.
- D. Update the report filters.

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

NEW QUESTION: 5

Universal Containers is onboarding ten new employees in two weeks.

Which two methods should a System Administrator use to create user records in Salesforce, without activating them? (Choose two.)

- A. Create them with the User Import Wizard, and ensure that Active is unchecked.
- B. Schedule a Time-Dependent Workflow to create users in two weeks.
- C. Create a .csv file, ensure that IsActive = False, and use the data loader to insert.
- D. Click Add Multiple Users, and ensure that Generate New Password and Notify User Immediately are unchecked.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

Universal Containers wants to back-up Salesforce data on a monthly basis.

Which tools can a System Administrator use to meet this requirement?

- A. Data Export Service, Data Loader, Report Export
- B. Data Loader, Scheduled Report, Reporting Snapshot
- C. Data Export Service, Reporting Snapshot, Einstein Analytics
- D. Data Loader, Reporting Snapshot, Report Export

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

NEW QUESTION: 7

A System Administrator needs to import new leads from a tradeshow and assign ownership based on country.

Some of the leads may already be in the system.

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

- A. Create an assignment rule to assign leads by country.

- B. Use the Data Loader to match lead by email.
- C. Use the Data Import Wizard to match lead by email.
- D. Create an auto-response rule to assign leads by country.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

When converting a lead, how can an administrator capture custom lead data on the converted contact?

- A. Map custom lead fields to standard contact fields.
- B. Use the lead conversion wizard to select the fields.
- C. Use the data loader to move the custom lead data.
- D. Map custom lead fields to custom contact fields.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

Which three options are available when customizing a report? (Choose three.)

- A. Add a grouping
- B. Schedule a refresh time
- C. Add a gauge component
- D. Summarize fields
- E. Add a filter

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

NEW QUESTION: 10

When creating a new user, which two items must the Administrator ensure before saving the new user record?

(Choose two.)

- A. Username is identical to the User's Email address.
- B. Username is added to the Active User Log.
- C. Username is in the format of an Email Address.
- D. Username is unique across all Salesforce Orgs.

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

NEW QUESTION: 11

When case assignment rules are being set up, in which two places should cases be assigned? (Choose two.)

- A. Contact
- B. Queue
- C. Profile
- D. User

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

NEW QUESTION: 12

When the multiple currencies feature is enabled, what currency is used as the basis for all currency conversion rates?

- A. Corporate currency
- B. Personal currency
- C. Record currency
- D. Active currency

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

NEW QUESTION: 13

What relationship can be selected in a custom report type where Accounts is the primary object and Contacts is the related object?

- A. Each account may or may not have related contacts.
- B. Each contact must have a related account.
- C. Each account must not have related contacts.
- D. Each contact may or may not have a related account.

Answer: (SHOW ANSWER)

Explanation/Reference:

NEW QUESTION: 14

Which two are capabilities of the content delivery feature of Salesforce Content? (Choose two.)

- A. Associate the content delivery with a Salesforce record.
- B. Encrypt certain content delivery files.
- C. Password protect content deliveries that contain sensitive data.
- D. Customize the URL assigned to the content delivery.

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

NEW QUESTION: 15

Which three are Chatter features? (Choose three.)

- A. Events
- B. Bookmarks
- C. Recommendations
- D. Feeds
- E. Notes

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

NEW QUESTION: 16

Which three settings are controlled by a user's profile? (Choose three.)

- A. Locale settings

- B. Assigned apps
- C. Record type assignment
- D. Field-level security
- E. Feature license assignment

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 17

Universal Containers has activated Web-to-Case on their corporate website. IT configured Auto-Response to thank the customer for logging the case and activated Assignment Rules based on the state (USA) in which the customer resides. Case ownership is therefore determined and routed to the corresponding queue - North, South, East, or West. Customer Cases that do not meet the existing criteria should be assigned to Queue - World.

What solution will satisfy this requirement?

- A. In an Active Case Flow, change the name of the Queue to World.
- B. In Case Support Settings, change Default Case Owner to Queue - World.
- C. Using a Trigger, change the owner of Cases outside the US to Queue - World.
- D. Using a Workflow Rule, change the owner of new Cases outside the US to Queue - World.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 18

Universal Containers needs to synchronize data between Salesforce and an external financial system.

What should an administrator do to accomplish this?

- A. Use the data loader to match records between the systems.
- B. Use the data loader to upset Salesforce records into the financial system.
- C. Use the Excel connector to export records from both systems into Excel.
- D. Use an external ID field to match records between the systems.

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

NEW QUESTION: 19

Universal Containers has two sales groups. Each group has its own unique sales process. How can an administrator ensure that sales representatives have access to only the stages relevant to their sales process when working on opportunities?

- A. Record types
- B. Roles
- C. Page layouts
- D. Multi-select picklists

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

NEW QUESTION: 20

When working on opportunities, sales representatives at Universal Containers need to understand how their peers have successfully managed other opportunities with comparable products, competing against the same competitors?

Which two features should an administrator use to facilitate this? (Choose two.)

- A. Opportunity update reminders
- B. Chatter groups
- C. Opportunity Dashboard
- D. Big deal alert

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 21

Universal Containers sells their products to wholesale partners and retail outlets. Each process has its own set of unique sales stages.

Which three features can an Administrator customize for each opportunity stage? (Choose three.)

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

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

NEW QUESTION: 22

A sales executive at Universal Containers wants to be notified whenever high-value opportunities are created for hot accounts.

What should an administrator do to meet this requirement?

- A. Create an escalation rule based on the opportunity amount.
- B. Create a validation rule that evaluates the account rating.
- C. Create an auto-response rule on the opportunity object.
- D. Create a workflow rule on the opportunity object.

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

NEW QUESTION: 23

Universal Containers wants to proactively alert each of its sales team users 30 days before their account renewal is due. To do this, a 'required' custom account date field named 'Renewals' has been created to hold the accounts' Renewal date. The default is one year from 'Create Date'. A validation rule ensures the date value entered is at least 30 days into the future. An Email alert and Email template has been created and is set to be delivered to the Account Owner recipient.

What kind of workflow action is needed to complete this requirement?

- A. Date-Dependent Workflow Action
- B. Time-Dependent Workflow Action
- C. Time-Triggered Workflow Action
- D. Date-Triggered Workflow Action

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

NEW QUESTION: 24

What should be considered when configuring the lead conversation process? (Choose two.)

- A. Custom lead fields can be mapped to account, contact, and opportunity fields.
- B. Standard lead fields are automatically converted to account, contact, and opportunity fields.
- C. Custom lead fields can be mapped to custom object fields.
- D. Roll-up summary lead fields can be mapped to custom contact fields.

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

NEW QUESTION: 25

Which two can be done with a workflow field update action? (Choose two.)

- A. Apply a specific value to a field.
- B. Update the value of a field on a child object.
- C. Select a formula field for a field update.
- D. Change the record type of a record.

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

NEW QUESTION: 26

Universal Containers requires that the organization-wide default for opportunities be set to public read/write.

However, sales users complain that opportunity reports return too many results, making it difficult to find their team's opportunities in the report results.

How can the System Administrator address the problem?

- A. Update the account team settings.
- B. Update the sales manager hierarchy.

C. Update the report filters.

D. Update the opportunity report access.

Answer: C (LEAVE A REPLY)

Explanation/Reference:

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