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NEW QUESTION: 1

The previous administrator of Cloud Kicks' (CK) Salesforce Organization used text as the field type when creating new custom fields. CK's current roadmap requires a project that will clean this up during the Lightning migration.

Which three field types should be considered to keep better track of contact information in fields?

Choose 3 answers

- A. Phone
- B. Time
- C. Date
- D. Email
- E. Number

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

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

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

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

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

NEW QUESTION: 3

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. Data Export Wizard
- C. Salesforce Connect
- D. Salesforce to Salesforce

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

NEW QUESTION: 4

In order to create an App Launcher component in Lightning what must an admin do?

- A. Contact Salesforce to have the component activated for the Lightning App Builder.
- B. Navigate to Setup-Customize-User Interface to enable the component for the Lightning App Builder.
- C. Purchase a license for the Lightning App Builder.
- D. Join the pilot Lightning App Builder team.

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

NEW QUESTION: 5

How would you ensure that records of a particular object are visible only to the user, and users higher in the role hierarchy? choose 2 answers.

- A. Set org wide sharing default for the object as manager view
- B. Define a profile list
- C. Define a role hierarchy
- D. Set org wide sharing default for the object as private

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

NEW QUESTION: 6

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 7

To increase adoption, Universal Containers is proposing changes to its Salesforce data model to allow easier visibility for sales reps into key metrics. The proposal has three custom objects related to the Account object, one with a master-detail, and two that are

not. Each of these objects has 15 fields they would like to summarize on the Account object.

What are two considerations for this proposal?

Choose 2 answers

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

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

NEW QUESTION: 8

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

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

NEW QUESTION: 9

An app builder wants to create a new field using Schema Builder.

Who will get access to the new field by default?

- A. Internal profiles
- B. All profiles
- C. No profiles
- D. Standard profiles

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

Containers have the Account object's Organization-Wide Default set to Private. The marketing team owns Accounts; however, they also need to be able to see the sales team's Accounts. Both the sales and marketing teams are in completely different branches of the role hierarchy.

What feature should be used to enable marketing to see sales-owned accounts.

- A. Flow
- B. Public Group
- C. Workflow
- D. Sharing Rules

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 11

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

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

NEW QUESTION: 12

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 13

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

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

Choose 2 answers

- A. The component is tagged for record pages instead of home pages and is not showing up in 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. My Domain must be deployed to add custom components to the page with the App Builder.

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

NEW QUESTION: 14

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 a Text field for the original InvoiceNumber and an AutoNumber field for the Salesforce InvoiceNumber.
- C. Create a Text field and mark it as a unique external ID field.
- D. Create an AutoNumber field and migrate the Invoices

Answer: C (LEAVE A REPLY)

NEW QUESTION: 15

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

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

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

NEW QUESTION: 16

Where can a custom button be placed? Choose 3 answers

- A. On a related list
- B. On a Web-to-Case form
- C. On the Custom List View
- D. On a Person Account
- E. On the User Object

Answer: (SHOW ANSWER)

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NEW QUESTION: 17

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

- A. Create a lightning process on the user object to launch a flow.

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

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

NEW QUESTION: 18

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

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

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

NEW QUESTION: 19

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

- A. Include a column in the import file that has either record names, Salesforce IDs, or external IDs that can be used to match records.
- B. After importing all of the custom objects, review all records created and manually merge or delete and duplicate record
- C. After importing all of the custom objects, run a duplicate check report, export the record to a CSV File, and run a mass delete to purge any duplicates.
- D. When importing the file, select the "Prevent Duplicates" option on the last step of the Import Wizard and import the file.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

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

NEW QUESTION: 21

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

- A. Apex Code

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

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

NEW QUESTION: 22

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

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

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

NEW QUESTION: 23

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 24

DreamHouse Realty (DR) has many properties for sale and wants to identify the highest value of all Offer__c records on each Property__c record.

What solution should the app builder use to meet DreamHouse Realty's needs?

- A. Text Area (Long)
- B. Lookup Object
- C. Master-Detail Child Object
- D. Multi-select Picklist

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 25

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 26

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. Add Path to the top of the Case layout
- C. Case Validation Rules
- D. Include Surveys as a Case related list

Answer: A (LEAVE A REPLY)

NEW QUESTION: 27

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

Which two considerations should be made?

Choose 2 answers

- A. The Galaxy object has fewer than two existing master-detail relationships.
- B. The Galaxy object is required to contain existing roll-up summary fields.
- C. The Star object has fewer than two existing master-detail relationships.
- D. The Star records are all required to have an existing value in their Galaxy field.

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 28

What is a true statement regarding case assignment rules? (Choose 3 answers)

- A. They allow for more than one rule entry for each assignment rule
- B. They allow cases to be assigned to a queue
- C. Salesforce processes case assignment rules before workflow rules
- D. A predefined Case Team is mandatory for each rule entry
- E. They allow for more than one active rule at the same time

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

NEW QUESTION: 29

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 30

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

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 31

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

- A. Workflow
- B. Lightning process builder
- C. Validation rule
- D. Approval process

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 32

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

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 33

UC would like to embed a chart of all related opportunities, by stage, on the account details page. Which type of report should use

- A. A tabular report on the account object
- B. A tabular report on the opportunity object
- C. A summary report on the opportunity object
- D. A summary report on the account object

Answer: C (LEAVE A REPLY)

NEW QUESTION: 34

What are two reason to create an unmanaged package? Choose 2 answers

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

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 35

Universal Containers assigns system access via permission sets and permission set groups to ensure each user has proper access. One department with varying levels of support staff has five consistent permission sets they require in order to complete their duties. Some higher-level staff have additional permission sets that are only required for them.

How should an app builder recommend assigning permission sets to users?

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 36

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

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

NEW QUESTION: 37

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

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

NEW QUESTION: 38

Which type of membership can be defined with external objects? (Choose 2)

- A. External lookup
- B. Cross-organization lookup
- C. Indirect lookup
- D. External master-detail

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 39

What can be done after the workflow field re-evaluation?

- A. Option 1
- B. Out of hour limit (loop)
- C. Invalid data
- D. Trigger another rule

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

NEW QUESTION: 40

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 41

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

How should the app builder accomplish this?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 42

Universal containers uses a custom called reviews to capture information generated by interviews during the candidate process. The review records are visible to any user that has access to the related custom candidate record. The VP of human resources wants the comment field on the review to be private to anyone outside of the HR department.

- A. Create a page layout with the field and use field level security to hide the from all others users
- B. Create a page layout with the field for HR users and another page layout without the field for all other users
- C. Create a sharing rule to share the filed with the VP of HR with role and subordinates
- D. Create an apex sharing rule to share the field with users that have HR in their role

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

NEW QUESTION: 43

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

- A. Cross Organizational Look-up
- B. External Look-Up
- C. Indirect Look-Up
- D. External Master-Detail

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 44

Universal container sales reps can modify fields on an opportunity until it is closed. Only the sales operations team can modify the post close follow up date and post close follow up comments fields. How to make this happen?

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

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

NEW QUESTION: 45

A new custom object is being created with a private sharing setting. The business wants to share individual records with specific people or group of people on a case by case basis. What options does the business user have to manually share individual records? Choose 3 answers

- A. Profiles
- B. Roles
- C. Public Groups
- D. Permission Sets
- E. Users

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 46

When should Unmanaged packages be created? Choose 2 answers

- A. Distributing open-source projects on AppExchange
- B. Publishing an application for sale on the AppExchange.
- C. Migrating of components from sandbox to production
- D. Deploying from a Developer Edition environment.

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

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NEW QUESTION: 47

At UVC, the Account object has a MD relationship with an Invoice custom object. The app builder would like to change this to a lookup field, but is not able to do so. What could be causing this?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 48

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

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

NEW QUESTION: 49

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

How should an app builder configure the proper access?

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

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

NEW QUESTION: 50

What can be done after workflow field re-evaluation?

- A.** Trigger another rule
- B.** Out of hour limit (loop)
- C.** Option 1
- D.** Invalid data

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 51

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

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

Answer: D (LEAVE A REPLY)

Explanation: Tabular, Summary, or Matrix to Joined The existing report becomes the first block in the joined report, and the report type becomes the principle report type for the joined report. Joined report blocks are formatted as summary reports, so if you switch from a summary to a joined report, your groupings stay the same. If you switch from a matrix to a joined report, groupings are converted the same way as when you switch from a matrix to a summary report. The following items aren't supported in joined reports, and aren't converted: Bucket fields Cross filters The Rows to Display filter

<https://help.salesforce.com/htviewhelpdoc?>

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

NEW QUESTION: 52

For which report types custom summary formulas are available? (Choose 3)

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

Answer: (SHOW ANSWER)

NEW QUESTION: 53

Cloud Kicks wants to start tracking how many shoe subscriptions have been sold for each shoe catalog. A master-detail relationship exists between the Subscription__c and the Shoe__c objects.

Which type of field should an app builder create?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 54

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 pro sandbox

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

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

NEW QUESTION: 55

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

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

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

NEW QUESTION: 56

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

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

- A. Separate page layouts
- B. Lightning web components
- C. Dynamic forms
- D. Dependent picklists

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

NEW QUESTION: 57

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

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

Answer: ([SHOW ANSWER](#))

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

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

NEW QUESTION: 58

A custom field on an account is used to track finance information about a customer. Only members of the Finance Team have access to this field. However, the business wants to allow one customer service agent, who is assigned the customer service profile, read-only access to this field for special circumstances. What is the recommended solution to grant the customer service agent access to the field?

- A.** Update the Customer Service Profile already assigned to the agent to allow for read-only access to the field via Field Level Security
- B.** Create a new profile to allow for read-only access to the field via Field Level Security and assign it to the agent
- C.** Create a permission set that allows read-only access to the field via Field Level Security and assign it to the agent.
- D.** Update the custom field's Field Level Security in setup to allow the agent read-only access to the field.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 59

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.** Install a solution from the appexchange
- B.** Create a lightning web component
- C.** Add a dynamic report to the page layout
- D.** Build a visual flow that uses API calls

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

NEW QUESTION: 60

Universal Containers wants the sales reps to clean up its Salesforce customer contacts using the Contacts tab.

Which two solutions can be used to support and simplify this process using a list view?

Choose 2 answers

- A.** Clone a master list view for each user on the team so they can view their customers.
- B.** Filter the list view by customer record type and enable inline edit functionality.
- C.** Add a chart to the list view to show the percentage of contacts that have already been cleaned up.
- D.** Make the list view dynamic so only "My Contacts" are visible to the user

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

NEW QUESTION: 61

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

- A.** Lookup field

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

Answer: (SHOW ANSWER)

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NEW QUESTION: 62

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

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

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 63

A Customer Support Manager at Universal Containers would like to implement call scripting for their caller agents. What automation tool can be used to accomplish this?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 64

Nickname__c is a custom text field on a contact record that is utilized to override the contact name appearing on an email template. This field is not required and is not always filled in.

Which formula should an app builder use to select the contact's preferred name for email communications?

- A. IF(NOT(BLANKVALUE(Nickname__c)),Nickname__c, FirstName)
- B. IF(NOT(ISBLANK(Nickname__c)),Nickname__c,FirstName)
- C. IF(ISNULL(Nickname__c),Nickname__c,FirstName)
- D. IF(TEXT(Nickname__c), Nickname__c,FirstName)

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

NEW QUESTION: 65

The services manager wants to make sure the team enters case priority consistently.

What feature can an app builder use to accomplish this?

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

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

NEW QUESTION: 66

What is true about social accounts, contacts, and leads?

- A. To use Social Accounts, Contacts and lead feature, users need to have a personal social network accounts for the social network they would like to view
- B. The social feature displays the social profile for a Lead or Contact even if the user is not connected with the Lead or Contact on the Social network
- C. The social feature automatically imports the social profile for a lead or contact in salesforce if the user is connected with the lead or contact on the social network
- D. To use Social Accounts, Contacts and lead feature, a separate feature license must be assigned to the user in salesforce

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 67

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

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

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

NEW QUESTION: 68

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

D. There are already two master-detail relationships on the Invoice Line Item.

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 69

An app builder is preparing to deploy a new app from the sandbox to production using change sets.

What two considerations should an app builder keep in mind during this process?

Choose 2 answers

A. Change sets do not include all components and may have to perform some changes manually.

B. Users should be logged out of production when receiving inbound change sets.

C. Transactions will revert if the deployment errors.

D. Salesforce Connect automatically establishes a link between environments.

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 70

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. Design an Approval Process that sends an outbound message upon arrival.

B. Create a process using Lightning Process Builder to send the outbound message.

C. Use Visual Workflow to create a wizard that will send an outbound message.

D. Create a Workflow Rule with an outbound message as the action

Answer: D (LEAVE A REPLY)

NEW QUESTION: 71

An app builder received a request to extend record access beyond the organization-wide defaults configured. Which two features satisfy this requirement?

Choose 2 answers

A. Permission Set Groups

B. Manual Sharing Rules

C. Sharing Rules

D. Public Groups

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 72

Cloud Kicks (CK) is finding sales reps are inconsistent in data entry when deals are won.

CK requires that custom shoes are shipped within two weeks after the close date. A custom field called Scheduled Ship Date on the opportunity records the ship date.

How should the app builder ensure this field is properly filled out before setting the opportunity to closed won?

- A. `ISPICKVAL(StageName /'Closed Won') && (Scheduled_Ship_Date_c - CloseDate) > 14`
- B. `ISPICKVAL(StageName ="Closed Won") && (CloseDate-Scheduled_Ship_Date__c) > 14`
- C. `OR(ISPICKVAL(StageName ="Closed Won") && (Scheduled_Ship_Date__c - CloseDate) > 14, ISBLANK(Scheduled_Ship_Date__c))`
- D. `OR(ISPICKVAL(StageName /'Closed Won') && (Scheduled_Ship_Date__c - CloseDate) > 14, ISBLANK(Scheduled_Ship_Date__c))`
- Answer: D (LEAVE A REPLY)**

NEW QUESTION: 73

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

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

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 74

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

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

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 75

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

Choose 2 answers

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

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 76

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

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

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

Answer: B (LEAVE A REPLY)

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NEW QUESTION: 77

Universal Containers uses a custom object to track Site Visits. When the status of a Site Visit is changed from "In Progress" to "On Hold", the business wants the Site visit owner to be automatically assigned to an "On Hold" queue. Which capability can be used to accomplish this?

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 78

Universal Containers's app builder has been tasked with replacing workflow rules and Apex triggers with Process Builders where possible.

What are two important considerations an app builder should know before the project is started?

Choose 2 answers

- A. Avoid generating infinite loops.
- B. Combine actions when possible.
- C. Create a process for each workflow rule.
- D. Apex has a different SOQL query limit than Flow.

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

NEW QUESTION: 79

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

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

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

NEW QUESTION: 80

An app builder at Cloud Kicks created a custom object and related fields in the schema builder.

What next steps should the app build take to ensure users can access the new object and fields?

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

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

NEW QUESTION: 81

What are two capabilities of Schema Builder? Choose 2 answers

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

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

NEW QUESTION: 82

Universal Containers uses a custom picklist called Account_Region__c on the Account object. The vice president of sales has asked that the value of this field is visible on Opportunities.

How should an app builder create this solution?

- A. Lookup field
- B. Field-level security
- C. Field history tracking
- D. Cross-object formula field

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

NEW QUESTION: 83

DreamHouse Realty requires that field value changes for certain fields such as Asking_Price__c and Real_Estate_Agent__c on their House__c custom object show up prominently on Chatter.

What Chatter feature should the app builder utilize?

- A. Publisher Actions
- B. Thanks
- C. Topics
- D. Feed Tracking

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

NEW QUESTION: 84

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. Prevent non-managers from joining a private Chatter Group
- D. Ensure zip/postal codes are entered in the correct format

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 85

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

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

NEW QUESTION: 86

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 87

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

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

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

NEW QUESTION: 88

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 89

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: 90

Universal Containers wants to track installation information once it container has been purchased on a custom object. Sales reps should have visibility of all the installation with their opportunities.

visibility of all the installations associated with their opportunities.

What kind of relationship should this new object have to the Opportunity?

- A. Lookup
- B. Master-Detail
- C. Many to Many

D. Hierarchical

Answer: B (LEAVE A REPLY)

NEW QUESTION: 91

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 Pro

B. Developer

C. Partial Data

D. Full Copy

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 92

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 both customer and dealer as accounts, add each rep as a contact on the corresponding account and create an account hierarchy.

D. Create a single parent record, add each rep as a contact to the parent account and add each dealer as a child record

Answer: C (LEAVE A REPLY)

NEW QUESTION: 93

UVC wants to show different picklist values to different groups of users in a custom picklist field. What should be configured?

A. Page Layout

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

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

NEW QUESTION: 94

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

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

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

NEW QUESTION: 95

The app builder at Cloud Kicks has created a custom object named Delivery__c to track the details of products shipped to customers.

Which two actions should the app builder take to prevent users in the shipping department from deleting delivery records?

Choose 2 answers

- A. Remove the delete button from the Delivery page layout.
- B. Change the organization-wide default of deliveries to Private.
- C. Use a permission set to remove the Delete permission.
- D. Remove the Delete permission from the Shipper profile.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 96

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

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

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

Explanation: https://help.salesforce.com/HTViewHelpDoc?id=fields_about_roll_up_summary_fields.htm

NEW QUESTION: 97

Cloud Kicks wants to 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. Invocable Process Builder
- D. Task
- E. Invocable Flow

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

NEW QUESTION: 98

An app builder at Ursa Major Solar has been working on a new custom app in a sandbox that has been upgraded to the next major Salesforce version, and their production instance is still on the current Salesforce version. The development is complete and they are ready to deploy a change set.

What should the app builder consider when planning the deployment?

- A. The change set will be automatically deployed when production is upgraded.
- B. It will fail if there is a feature only available in the next version.
- C. The deployment is not possible due to different versions.
- D. The change set components will be upgraded to the next version in production.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 99

Ursa Major Solar's service department gets requests for several types of services, such as installation, repair, and maintenance. Service managers need to be able to tell when maintenance was last done on an asset to help determine if they are meeting contract agreements, but the last maintenance date can be difficult to determine when there are many work orders related to the asset. They think it would be helpful to have a field auto-populated on the Asset record when a maintenance work order gets closed.

What tool should an app builder recommend to help meet this requirement?

- A. Flow
- B. Roll-up Summary
- C. Apex Trigger
- D. Visualforce

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

NEW QUESTION: 100

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

Which three features would meet the business requirements?

Choose 3 answers

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

Answer: (SHOW ANSWER)

NEW QUESTION: 101

What the true statement is in regards to converting a tabular, summary, or matrix report to a joined report? Choose 3 answers

- A. Joined report blocks are formatted as matrix reports.
- B. Cross filters are not supported in joined reports
- C. Report formula fields are nor supported in Joined reports
- D. Bucket fields are not supported in joined reports.
- E. The rows to display filter is not supported in Joined reports

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

NEW QUESTION: 102

Service agents at Ursa Major Solar want a more condensed case view. Service agents also want to be able to modify the associated contact and account records from the case page layout on the Lightning record page.

Which two components should an app builder use to meet these requirements?

Choose 2 answers

- A. Tabs
- B. Path
- C. Related record
- D. Rich text

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 103

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

What is the settings for the visibility of custom tabs?

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 104

Universal Containers conduct 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, and their manager's executive can view the rep's evaluation record but the reps should not be able to view the executive comment field on their review. How can these requirement be met?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 105

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

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

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

NEW QUESTION: 106

universal containers has implemented multi currency. There are several products that universal containers sells exclusively in europe and the UK. Opportunities for these products need to be written in euros or british pounds. Which solution should an app builder recommend ?

- A.** Create a new validation rule that allows only EUR or GBP to be selected from all active currencies when an opportunity is created for these products.
- B.** Create a new sales process that includes only the EUR and GBP currencies for these products.
- C.** Create a new page layout for these products that shows only the EUR and GRP currencies in the opportunity currency picklist.
- D.** Create a new record type for these products and include only the EUR and GBP currencies from the opportunity currency picklist

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 107

Cloud Kicks received a new requirement to calculate summaries from child objects of a standard object. The team would prefer to solve this declaratively.

What are two considerations an app builder should evaluate?

Choose 2 answers

- A.** A value is required in all records of the lookup field prior to converting to a master-detail relationship.
- B.** A trigger on save or update can kick off calculations.
- C.** An object can have up to two master-detail relationships.
- D.** An app builder is unable to change a lookup to a master-detail relationship.

Answer: (SHOW ANSWER)

NEW QUESTION: 108

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 Galaxy__c object.
- D.** The roll-up summary can be achieved by creating a formula field on the Star__c object.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 109

The customer service team at Universal containers uses a custom Project object to track their customer projects. An App builder needs to create a relationship between the project object and the related client Account record. A private sharing model is in place for both Accounts and projects. Which statement is true when creating an Account lookup field on the Project object? Choose 2 answers

- A.** Cross-object field updates between the Project and Account records are not supported

- B. The account lookup field on the project record can be made optional.
- C. The account record can include roll-up summary field with data from the project records
- D. Users can only delete Accounts if they have access to related projects records

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

NEW QUESTION: 110

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

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

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

NEW QUESTION: 111

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 112

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 113

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

- A. To create a custom visual flow
- B. To external system using data of salesforce
- C. To a process to update current record

- D. To create a record page
- E. Navigate to Apex trigger

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

NEW QUESTION: 114

Universal Insurance would like to highlight on a report claims that have been open for more than 30 days. What feature could be used for this? Choose 1 answer.

- A. Conditional Highlighting
- B. Field Highlighting
- C. Report Highlighting
- D. Bucket Highlighting

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 115

A customer service representative at a call center would like to be able to collect information from customers using a series of question prompts. What could be used to accomplish this?

- A. Visual workflow
- B. Lightning Connect
- C. Lightning process builder
- D. Workflow Rules

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

NEW QUESTION: 116

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

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

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

NEW QUESTION: 117

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

How can this be accomplished?

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

NEW QUESTION: 118

UVC needs to update a field on an Account when an Opportunity Stage is changed to Closed-Lost. Which two should be used to accomplish this requirement? Choose two answers

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

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 119

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 120

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 new custom report type will need to be created for Galaxy__c with Star__c.

- B. A Star__c report type with Galaxy__c as a field will be automatically created.
- 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 Star__c with lookup fields from Galaxy__c.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 121

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

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

Answer: (SHOW ANSWER)

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NEW QUESTION: 122

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

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 123

What is a use case for approval processes?

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

D. The roll-up summary field inherits the field - level security of the child object

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

NEW QUESTION: 124

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

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

NEW QUESTION: 125

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. Add the field to the custom report type field layout.
- C. Update the profile with the Manage Public Reports permission.
- D. Check Allow Reports for the position and applicant objects.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 126

Universal Containers needs the 18-digit record ID from Opportunity records when exporting data to Excel in order to ensure each record is treated uniquely.

What formula should an app builder use to create this new field?

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

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

NEW QUESTION: 127

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

Choose 2 answers

- A. Highlights Panel
- B. Accordion

C. Quick Text

D. Path

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 128

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

A. The field can be unique based on case-sensitive or case-insensitive values.

B. The field must contain at least one number and at least one letter

C. The field must be unique since duplicates are not allowed within salesforce

D. The field contains unique records identifiers from a system outside of salesforce

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

NEW QUESTION: 129

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

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

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

C. Create an action in the Service object and add it to the Service page layout

D. Create an action in the Account object and add it to the Account page layout.

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

NEW QUESTION: 130

A new custom object called Invoices need to have an invoice date for the date and time it was invoiced.

Which field type should be selected for this?

A. Date

B. Time

C. Date/Timestamp

D. Date/Time

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

NEW QUESTION: 131

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

A. The image on loading page

B. Action bar color

C. Notification and search icon

D. Header and search bar color.

E. Background color on loading page.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 132

A company wants to invite customers to chatter, what options can a customer have?

- A. @mention other members of the group
- B. Add them on FB, Twitter and Instagram
- C. Request to join public groups
- D. Invite other members to groups they are a part of

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

NEW QUESTION: 133

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

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

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

NEW QUESTION: 134

Which three standard component types are available in the Lightning App Builder? Choose 3 answers

- A. Plain Text
- B. Filter Text
- C. Report details
- D. Rich Text
- E. Recent Items

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 135

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 136

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

- A. Lead

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

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

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NEW QUESTION: 137

Cloud Kicks (CK) wants to simultaneously delete a Supplier record and all SupplierItem__c records if a partnership ends with a supplier.

What solution could an app builder use to meet the requirement?

- A. Many-to-many
- B. Master-detail
- C. Hierarchical
- D. Indirect lookup

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

NEW QUESTION: 138

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 139

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 140

UVC sells to three different types of organizations. Partner, Enterprise, and Small Business. Some of the information collected about each organization overlaps; however, there are also unique attributes to each type of organization that need to be tracked, some of which are required. What Solution meets these requirements?

- A. Three custom objects for the three organization types, each with custom fields that pertain to that type of organization
- B. Three different sections on an Account page layout, with each section displaying the relevant fields for that organization.
- C. Three Account record types, each with its own page layout to display the relevant fields for that type of organization
- D. A Partner Community for partner organization records, and two lead record types for Enterprise and Small Business organizations

Answer: C (LEAVE A REPLY)

NEW QUESTION: 141

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

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 142

Which sandbox is used for performance testing?

- A. Partial
- B. Developer Pro

- C. Full
- D. Developer

Answer: C (LEAVE A REPLY)

NEW QUESTION: 143

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

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 144

Universal Containers (UC) wants to build a Recruiting app that allows for multiple Positions to appear on custom objects Websites and Postings. UC requires a report that shows the related custom objects of Postings.

Which two items should an app builder configure to implement this?

Choose 2 answers

- A. Create two new Custom Report Types.
- B. Configure a Postings object with Lookup field to both Positions and Websites.
- C. Utilize the Standard Report Types.
- D. Configure a Postings object with Master-Detail field to both Positions and Websites.

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 145

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 146

An app builder has a custom component they want to make available on the utility bar, but the component is unavailable.

How should the component be tagged?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 147

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

Choose 2 answers

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

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

NEW QUESTION: 148

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 149

Duplicate management for Leads has been Implemented at Universal Containers that it seems duplicate leads are still being created, the org Wide Default (WOD) is set to "Private" for Leads.

Which two actions help prevent duplicate leads from being created?

Choose 2 answers

- A. Change the Lead Duplicate Rule details to Bypass Sharing Rules.
- B. Change OWD for Leads to public Read.
- C. Change the lead Matching Rule to Block on Create.
- D. Change OWD for Leads to Public Edit.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 150

Universal Containers wants to improve the process to create Opportunity records related to an Account. Many fields can be populated based on the Account record. Some fields require input from the user.

What should an app builder configure to meet the requirement?

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 151

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

Choose 2 answers

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

Answer: B,C (LEAVE A REPLY)

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NEW QUESTION: 152

Universal Containers has a private sharing model for Accounts and Opportunities and uses Territory Management to grant access to records.

- * Sales rep A manually shares an opportunity record with sales rep B.
- * Sales rep B has access to the Account even though the Account is NOT in sales rep B's territory.
- * Sales rep C CANNOT see either record.

Based on the information given, why can sales rep B see the Account related to the Opportunity?

- A. Account was also manually shared.
- B. Sales rep B was added to the Account team.
- C. Sharing set is granting access to the Account.
- D. Sales rep B has implicit access to the Account.

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

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