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NEW QUESTION: 1

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: ([SHOW ANSWER](#))

Explanation

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

NEW QUESTION: 2

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 are already two master-detail relationships on the Invoice Line Item.
- C.** Invoice Line-Item records exist without having the Invoice lookup field populated.
- D.** There is a roll-up summary field on the Invoice object.

Answer: ([SHOW ANSWER](#))

Explanation

The two reasons that could be preventing this relationship conversion are that there are already two master-detail relationships on the Invoice Line Item and that Invoice Line Item records exist without having the Invoice lookup field populated. A custom object can have up to two master-detail relationships, so adding another one would exceed the limit. Also, a master-detail relationship requires that the detail records have a value in the master lookup field, so any records with a blank Invoice lookup field would prevent the conversion.

NEW QUESTION: 3

The finance manager at Universal Containers wants to receive a new business notification email each time a new client is won. The sales manager wants to receive a task letting them know to onboard the new client unless it is a top-tier client.

Which automation tool should an app builder use to best address all these requests?

- A.** Record-triggered flow
- B.** Screen flow
- C.** Apex
- D.** Approval process

Answer: ([SHOW ANSWER](#))

Explanation

Record-triggered flow is the automation tool that the app builder should use to best address all these requests of sending an email to the finance manager and creating a task for the sales manager when a new client is won.

According to the Salesforce documentation, "Record-triggered flows automate processes for you. They start when a record is created or updated, or when a platform event occurs."

A record-triggered flow can perform actions such as sending an email alert or creating a record based on criteria or conditions. Screen flow, Apex, and Approval process are not automation tools that can handle all these requests.

NEW QUESTION: 4

UC has a requirement that an opportunity should have a field showing the value of its associated account's billing state. This value should not change after the opportunity has been created. Is there a recommended solution to configure this automated behavior?

- A.** Formula field
- B.** Apex

- C. Workflow
- D. Roll-up summary field

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

Explanation

Apex. This is correct because Apex is a programming language that can perform complex logic and manipulate data in Salesforce. Apex can be used to create a trigger on the opportunity object that copies the value of the billing state from the related account record when the opportunity is created, and prevents it from being changed afterwards. The other options are not suitable for this requirement because they either cannot copy data from a related object (formula field, roll-up summary field) or cannot prevent data from being changed (workflow).

NEW QUESTION: 5

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

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

Explanation

One of the easiest ways to display real-time stock price for each account is to install a solution from the AppExchange, such as Stock Price Lightning Component³. This component can be added to any record page using the Lightning App Builder.

NEW QUESTION: 6

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: ([SHOW ANSWER](#))

Explanation

A formula field cannot be referenced by a roll-up summary field if it contains a cross-object field reference or a time-based function. A cross-object field reference is a reference to a field from a different object, such as Account. Name on a Contact object. A time-based function is a function that returns the current date or time, such as NOW() or TODAY(). Option A and C do not prevent a formula field from being referenced by a roll-up summary field.

NEW QUESTION: 7

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: ([SHOW ANSWER](#))

Explanation

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

NEW QUESTION: 8

Cloud Kicks's management team frequently travels and wants to approve requests from their team on the go via Chatter.

Where would an app builder enable this ability?

- A. Chatter Feed Tracking
- B. Object Settings
- C. Chatter Settings
- D. Approval Process Settings

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

Explanation

The app builder would enable this ability in Chatter Settings. Chatter Settings is a setup menu that allows an app builder to configure various aspects of Chatter functionality, such as feeds, groups, email notifications, and more. One of the options in Chatter Settings is Enable Approvals via Chatter, which allows users to approve or reject requests from their team via Chatter posts or comments. Option A, B, and D are not places where an app builder would enable this ability.

NEW QUESTION: 9

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

Explanation

Launch a new approval process that has automatic submission enabled as an initial submission action, and Create a new approval process that has automatic submission enabled in the entry criteria. These are correct because both options allow the deals to be automatically submitted for approval without requiring any action from the sales rep. The automatic submission can be configured either as an initial submission action or as part of the entry criteria

NEW QUESTION: 10

Universal Containers generates leads from three different sources: web, trade shows, and partners. Some of the information collected is applicable to all sources, there is also information that is unique to each type of lead.

What should an app builder configure to meet these requirements?

- A.** Create three lead record types each with its own page layout containing the relevant fields
- B.** Create a partner community and a record type for web and trade show leads
- C.** Create three sections on the lead layout and instruct users to collapse the non-relevant fields
- D.** Create custom page payouts for each type of lead only containing the relevant fields

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

Explanation

The solution that the app builder should configure to meet these requirements is creating three lead record types each with its own page layout containing the relevant fields. This way, the app builder can customize the fields and sections that appear on each record type based on the source of the lead. Option B is incorrect because creating a partner community and a record type for web and trade show leads does not address the requirement of collecting information that is unique to each type of lead, as partner community users may have different fields and layouts than internal users. Option C is incorrect because creating three sections on the lead layout and instructing users to collapse the non-relevant fields does not address the requirement of collecting information that is unique to each type of lead, as users may still see or enter data in the wrong fields. Option D is incorrect because creating custom page layouts for each type of lead only

containing the relevant fields does not address the requirement of collecting information that is applicable to all sources, as users may miss some common fields.

NEW QUESTION: 11

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

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

Explanation

Sales rep B has implicit access to the Account because of the manual sharing of the Opportunity. Implicit sharing grants access to parent records when a user has access to a child record. Sales rep B was not added to the Account team, sharing set is not applicable for private sharing model, and Account was not manually shared.

NEW QUESTION: 12

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 ([LEAVE A REPLY](#))

Explanation

The app builder should add the field to the custom report type field layout to troubleshoot this issue. A custom report type is a type of report that defines which objects and fields are available for reporting. The app builder can customize which fields are included in each custom report type by editing its field layout. If a new field is added to an object that is part of an unmanaged package, it will not be automatically added to the custom report type field layout. The app builder needs to manually add it to make it available as an option to add as

a column in reports based on that custom report type. Option A, B, and D are not steps that can troubleshoot this issue.

NEW QUESTION: 13

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. Geo location
- C. Text
- D. External Lookup

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

Explanation

A geolocation field can be used to capture the coordinates of a location in latitude and longitude. This field type can also be used in reports, formulas, validation rules, and Apex

NEW QUESTION: 14

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

Which tool should be used?

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

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

Explanation

To insert a list of 25,000 records using deduplication for the Race_Track__c custom object, an app builder should use Data Loader. Data Loader is a tool that allows users to insert, update, delete, or export large amounts of data in Salesforce. Data Loader can also perform deduplication by matching records based on external ID fields or Salesforce record IDs. [Source]

NEW QUESTION: 15

An app builder is tasked with adding key performance indicators on client pages. They want to see a summary of the number of open Opportunities and the number of won Opportunities for each Account.

Where should the app builder go to build these new rollups?

- A. Lightning App Builder
- B. Account Object
- C. Lightning Object Creator
- D. Opportunity Object

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

Explanation

The app builder should go to the Account object to build these new rollups. A roll-up summary field is a type of field that can aggregate numeric values from child records related to a parent record by a master-detail relationship. The app builder can create two roll-up summary fields on the Account object that count the number of open Opportunities and the number of won Opportunities related to each Account. Lightning App Builder is not a place where the app builder can build these new rollups. Lightning App Builder is a tool that allows the app builder to customize the layout and components of Lightning pages, such as record pages, home pages, or app pages. It cannot create new fields or relationships on objects. Lightning Object Creator is not a place where the app builder can build these new rollups. Lightning Object Creator is a tool that allows the app builder to create custom objects from spreadsheet data by uploading a file and mapping columns to fields. It cannot create roll-up summary fields or relationships on existing objects. Opportunity object is not a place where the app builder can build these new rollups. The Opportunity object is the child object in the relationship with the Account object, and roll-up summary fields can only be created on the parent object.

NEW QUESTION: 16

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

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

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

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

Explanation

Formulas cannot reference child records, only parent records. This is a limitation of formulas that could be causing the issue. To include data from related child records, the app builder could use roll-up summary fields or Apex triggers instead

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NEW QUESTION: 17

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: (SHOW ANSWER)

Explanation

The app builder should consider two things before overriding standard buttons:

Standard buttons can be overridden with a Visualforce page. A Visualforce page is a web page that displays custom user interface elements using Visualforce markup and Apex code. A Visualforce page can be used to override a standard button and provide custom functionality or logic³.

Standard buttons that are not available for overrides can still be hidden on page layouts. A page layout is a layout that determines how fields, related lists, and buttons are arranged on a record detail or edit page. A page layout can be used to hide a standard button that cannot be overridden by removing it from the layout⁴. Option A and D are not things that the app builder should consider before overriding standard buttons.

NEW QUESTION: 18

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

Answer: C,D (LEAVE A REPLY)

Explanation

Related record and Tabs. These are correct because the related record component allows service agents to view and edit fields from a related record on the same page, and the tabs component allows service agents to switch between different views of related lists or other components on the same page.

NEW QUESTION: 19

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

Explanation

The app builder should know that a field type change is included in the change set and that it can cause a delay in the deployment. A field type change is a change that modifies the data type of an existing field, such as changing a text field to a number field. A field type change can affect many aspects of Salesforce functionality, such as validation rules, formulas, workflows, reports, dashboards, and more. Therefore, deploying a change set that contains a field type change can take longer than usual and require more testing and verification. Option A, C, and D are not changes that can cause a delay in the deployment.

NEW QUESTION: 20

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 \(LEAVE A REPLY\)](#)

Explanation

To provide a help guide to enable reps to easily get help where needed during the different sales processes, an app builder should recommend Path. Path is a component that displays the key fields and guidance for each stage of a sales process on an object's record page. Users can see where they are in the process, update the stage and fields, and access resources such as tips and links. [Source]

NEW QUESTION: 21

Universal Containers manages leads in a Lead qualification queue where sales reps can accept ownership of the Lead. Campaign members are required to have a sales owner.

What validation rule should an app builder configure?

- A. `AND( ISBLANK(Lead.Owner.Id) )`

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

Answer: (SHOW ANSWER)

Explanation

The validation rule should be AND(ISNEW(), ISBLANK(Lead.Owner:User.Id)). This rule will prevent saving a new lead record if the owner is not a user. This will ensure that campaign members have a sales owner.

Option A is incorrect because it will prevent saving any lead record if the owner is blank, which is not the requirement. Option B is incorrect because it will prevent saving an existing lead record if the owner is a queue, which is not the requirement. Option D is incorrect because it will prevent saving any lead record if the owner is a queue, which is not the requirement.

NEW QUESTION: 22

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

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

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

Answer: A (LEAVE A REPLY)

Explanation

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

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

Permanently ensure the gift cards are unable to be moved across any other Account once it is created:

This can be done by making the master-detail relationship field required on the gift card object, which means that every gift card record must be associated with an account record and cannot be changed once set. Option B, C, and D are not types of fields that can support this requirement.

NEW QUESTION: 23

The CFO of Cloud Kicks needs to sign off on any major show retail deal that has a discount of more than 30% before the deal can be closed.

What feature would be used to handle this requirement?

- A. Approval Process
- B. Email Alert
- C. Field Update
- D. Workflow Rule

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

Explanation

Approval Process is the feature that would be used to handle the requirement of signing off on major show retail deals with more than 30% discount. According to the Salesforce documentation, "An approval process automates how Salesforce records are approved in your org." Email Alert, Field Update, and Workflow Rule are actions that can be triggered by an approval process, but they are not features for handling approvals.

NEW QUESTION: 24

Which two places can an app builder go to see a list of available Custom Lightning components in their org?

Choose 2 answers

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

Answer: ([SHOW ANSWER](#))

Explanation

An app builder can go to two places to see a list of available custom Lightning components in their org:

Lightning App Builder: This is a tool that allows an app builder to create and customize Lightning pages using drag-and-drop components. The app builder can see the list of custom Lightning components in the Custom section of the Lightning Components pane¹.

Lightning Components in Setup: This is a setup menu that allows an app builder to view, create, edit, and delete custom Lightning components in their org. The app builder can see the list of custom Lightning components in the Lightning Components section of the Setup menu². Option A and B are not places where an app builder can see a list of custom Lightning components.

NEW QUESTION: 25

Sales reps at Universal Containers use Salesforce on their mobile devices. They want a way to add new contacts quickly and then follow up later to complete the additional information necessary.

What mobile solution should an App Builder recommend?

- A. Customize the mobile menu to move Contacts to the top.
- B. Build a global action to create Contacts.
- C. Add a compact layout to Contacts.
- D. Use Path and set pre-defined values

Answer: B (LEAVE A REPLY)

Explanation

The app builder should recommend building a global action to create Contacts. A global action allows users to create records quickly from any page in Salesforce on their mobile devices. The app builder can also specify predefined values for some fields in the global action, such as Account Name or Phone Number, to make data entry easier for users.

Option A is incorrect because customizing the mobile menu to move Contacts to the top does not help users create new contacts quickly or follow up later. Option C is incorrect because adding a compact layout to Contacts does not help users create new contacts quickly or follow up later, but rather shows them more fields on record detail pages or list views. Option D is incorrect because using Path and setting pre-defined values does not help users create new contacts quickly or follow up later, but rather guides them through different stages of a record.

NEW QUESTION: 26

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

What could be causing this issue?

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

Answer: D (LEAVE A REPLY)

Explanation

A report type that is in a status of In Development is not available for users to select when creating a new report. The app builder needs to change the status to Deployed to make it visible to users.

NEW QUESTION: 27

Northern Trail Outfitters wants to broadcast an email to 7,000 contacts in Salesforce on a regular basis but realizes Salesforce's mass functionality has a limitation on the number of emails that can be sent each day.

What action should the app builder take?

- A. Request Salesforce increase the number of maximum daily emails.
- B. Develop Apex code and Lightning web component to send daily emails
- C. Research and evaluate products available on AppExchange to send mass emails.
- D. Export Contacts to a CSV file and use an email client to send the emails.

Answer: (SHOW ANSWER)

Explanation

Research and evaluate products available on AppExchange to send mass emails is the action that the app builder should take to meet the requirement of broadcasting an email to 7,000 contacts in Salesforce on a regular basis. AppExchange is a marketplace where app builders can find products or solutions that can extend Salesforce functionality. There are many products on AppExchange that can send mass emails without hitting the Salesforce limit. Request Salesforce increase the number of maximum daily emails, develop Apex code and Lightning web component to send daily emails, and export Contacts to a CSV file and use an email client to send the emails are not valid or recommended actions.

NEW QUESTION: 28

An app builder needs a custom solution and is considering using community. Ease of updates is the primary consideration.

What should the app builder consider?

- A. A managed package from AppExchange
- B. An unmanaged package from AppExchange
- C. An open-source unmanaged package
- D. An open-source custom development

Answer: A (LEAVE A REPLY)

Explanation

A managed package from AppExchange is a custom solution that is developed by a third-party provider and can be installed in Salesforce. A managed package can be easily updated by the provider without affecting the existing functionality or customizations. This makes it suitable for the app builder's requirement of ease of updates. Option B, C, and D are not as easy to update as a managed package.

NEW QUESTION: 29

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

New cases populate a green circle

Day-old cases populate a yellow circle

Three-day-old cases populate a red circle

How should an app builder implement this requirement?

- A. Formula Field
- B. Quick Action
- C. Custom Button

D. Lightning Web Component

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

Explanation

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

NEW QUESTION: 30

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

Which two options could meet this requirement?

Choose 2 answers

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

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

Explanation

Big objects and external objects can be used to archive historical data and reduce data storage in Salesforce, while still allowing users to access the archived data using reports, queries, and lookups. Big objects store data within Salesforce, while external objects store data outside Salesforce and integrate it with Salesforce using an external data source

NEW QUESTION: 31

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

What should the app builder use to solve this Issue?

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

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

Explanation

The feature that the app builder should use to solve this issue is component visibility filter. A component visibility filter is a setting that can be applied to a Lightning component on a record page to control when the component is hidden or displayed based on certain conditions. The app builder can use a component visibility filter to hide the component from users with a Marketing profile. Option A is incorrect because detail page layouts are not

related to Lightning components, but rather the fields and related lists that appear on record detail pages. Option C is incorrect because field-level security is not related to Lightning components, but rather the access level of fields for different profiles or permission sets. Option D is incorrect because AppExchange is not related to Lightning components, but rather an online marketplace where users can find and install apps and components.

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NEW QUESTION: 32

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

Which solution should an app builder use for this request?

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

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

Explanation

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

NEW QUESTION: 33

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

Answer: B (LEAVE A REPLY)

Explanation

A quick action on the Account object can be used to create Opportunity records related to an Account. The quick action can pre-populate some fields based on the Account record, and also allow the user to input some fields. This would improve the process of creating Opportunity records

NEW QUESTION: 34

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: B,D (LEAVE A REPLY)

Explanation

Process Builder and Apex are two automation solutions that can meet the business requirements of summarizing the number of open and closed Cases related to an Account. Process Builder can create a process that updates the custom fields on Account based on changes in related Cases. Apex can write a trigger that performs the same logic using code. AppExchange and Workflow are not automation solutions for this requirement, but sources of apps or components and tools for creating workflow rules respectively.

NEW QUESTION: 35

Nickname__c is a custom text field on a contact record that is utilized to override the contact's 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(ISBLANK(Nickname__c)), Nickname__c,FirstName)
- B. IF(TEXT(Nickname__c), Nickname__c,FirstName)
- C. IF (ISNULL(Nickname__c),Nickname__c,FirstName)
- D. IF(NOT(BLANKVALUE(Nickname__c)), Nickname__c, FirstName)

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

Explanation

The formula that should be used to select the contact's preferred name for email communications is IF(NOT(BLANKVALUE(Nickname__c)),Nickname__c, FirstName). This formula checks if the Nickname__c field is blank or null, and if not, it returns the value of the Nickname__c field. Otherwise, it returns the value of the FirstName field.

NEW QUESTION: 36

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: ([SHOW ANSWER](#))

Explanation

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

NEW QUESTION: 37

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: ([SHOW ANSWER](#))

Explanation

Standard buttons can be overridden with a Visualforce page to provide custom functionality or user interface. For example, you can override the New button on an object to display a

custom Visualforce page instead of the standard page layout³. Standard buttons that are not available for overrides can still be hidden on page layouts to prevent users from accessing them. For example, you can hide the Delete button on an object to prevent users from deleting records

NEW QUESTION: 38

DreamHouse Realty wants to make sure an Opportunity has a field Expected_Close_Date_c populated before it is allowed to enter the qualified stage. How should an app builder solution this request?

- A. Record Type
- B. Validation Rule
- C. Activity History
- D. Page Layout

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

Explanation

A validation rule is a formula that evaluates the data in one or more fields and returns a value of "True" or

"False". Validation rules verify that the data a user enters in a record meets the standards you specify before the user can save the record. In this case, a validation rule can be used to check if the Expected_Close_Date_c field is populated before the Opportunity stage is set to qualified

NEW QUESTION: 39

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

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

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

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

Explanation

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

NEW QUESTION: 40

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

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

Explanation

The setting for the visibility of custom tabs is default off for all users when they are deployed via change sets without including the profile settings or permission sets. This means that the custom tabs are not visible in any apps or navigation menus for any users unless they are manually added by each user or by an administrator.

Option B, C, and D are not correct settings for the visibility of custom tabs.

NEW QUESTION: 41

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

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

Explanation

Guided Action Flows on the record page can help service agents meet the requirement of confirming a user identity before providing support information over the phone. Guided Action Flows are a series of screens that guide agents through a predefined process, such as verifying user information, collecting case details, or resolving issues

NEW QUESTION: 42

Universal Containers uses Contracts for agreements with customers. A sales manager is required to provide approval for contracts and director approval for any contract over \$10,000.

Which two options should an app builder use to ensure all contracts route for the correct approval and also prevent the sales rep from making changes to the record while it is being approved?

Choose 2 answers

- A.** Create an approval process on the Contract object with criteria set on a second approval step set as

'Amount__c > 10,000' and set the approver as director.

B. Create an approval process on the Contract object and set the field for 'Next Automated Approver Determined By' as Manager'.

C. Create a validation rule on the Contract object that prevents updates to the contract record while it is being reviewed.

D. Create an approval process on the Contract object with one step for each sales manager that sets the approver as the director.

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

Explanation

The app builder should use two options to ensure all contracts route for the correct approval and also prevent the sales rep from making changes to the record while it is being approved:

Create an approval process on the Contract object with criteria set on a second approval step set as

'Amount__c > 10,000' and set the approver as director. An approval process is a type of process that automates how Salesforce records are approved in an organization. An approval process can have multiple steps with different criteria and approvers. In this case, the app builder can create an approval process on the Contract object with two steps: one for the sales manager approval and one for the director approval if the contract amount is over \$10,000.

Create a validation rule on the Contract object that prevents updates to the contract record while it is being reviewed. A validation rule is a type of rule that checks data quality by verifying that the data in a record meets certain standards before it can be saved. A validation rule can prevent users from making changes to a record that is in a certain status or stage. In this case, the app builder can create a validation rule on the Contract object that prevents updates to the contract record if its Approval Status field is not equal to Not Submitted. Option B and D are not options that can ensure all contracts route for the correct approval and also prevent the sales rep from making changes to the record while it is being approved.

NEW QUESTION: 43

When a deal is closed- won, it has to be approved by the owner's manager prior to being added to the leaderboard for a quarterly sales competition. An opportunity is won on the last day of the quarter and the manager is on vacation.

What is recommended to ensure all of the appropriate deals are reviewed and the leaderboard is up to date?

A. Forward the approval request to the manager's assistant.

B. Set up a delegated approver for the manager

C. Have the manager log on and reassign the approval request

D. Use Process Builder to assign a delegated approver.

Answer: ([SHOW ANSWER](#))

Explanation

Set up a delegated approver for the manager is the recommended solution to ensure all of the appropriate deals are reviewed and the leaderboard is up to date. According to the Salesforce documentation, "A delegated approver can approve records that are submitted for approval by users below them in the role hierarchy." Forwarding the approval request to the manager's assistant, having the manager log on and reassign the approval request, and using Process Builder to assign a delegated approver are not valid or feasible options.

NEW QUESTION: 44

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

Explanation

The requirement can be met by using a combination of process builder and approval process. The process builder can be used to trigger the approval process when the close date is delayed by more than 60 days. The approval process can be configured to require unanimous approval from the manager and VP of sales.

NEW QUESTION: 45

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

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

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

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

Explanation

Create a validation rule on the Account object is how the app builder can keep accounts with open opportunities from being deleted. According to the Salesforce documentation, "Validation rules verify that data entered by users in records meet the standards you specify before they can save it." A validation rule can check if an account has any open opportunities and display an error message if someone tries to delete it.

Create an Apex trigger on the Account object, remove the delete button on the account layout, and remove the Delete permission from the Sales Rep profile are not valid or sufficient solutions for this requirement.

NEW QUESTION: 46

Universal Containers is adding drone delivery to service offerings, and the developer has written and tested code prior to deployment to production, and the change set is ready to go. The deployment window will occur when the developer is on vacation.

What can the app builder do to ensure a smooth deployment to production?

- A. Remove Apex classes from About change set.
- B. Validate the inbound change set.
- C. Use a metadata package set.
- D. Validate the outbound change set.

Answer: ([SHOW ANSWER](#))

Explanation

The app builder should validate the inbound change set to ensure a smooth deployment to production.

Validating an inbound change set allows the app builder to test whether the change set can be deployed without errors in the target org. Validating an inbound change set does not affect any data or metadata in the target org.

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NEW QUESTION: 47

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

How should this be accomplished?

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

C. Make Testimonial__c a junction object between Account and Contact using master-detail relationships.

D. Create a lookup relationship from Testimonial__c to Account and a master-detail relationship from Testimonial__c to Contact.

Answer: (SHOW ANSWER)

Explanation

To connect Testimonial__c records with both the submitter's Contact record and Account record, an app builder should create a master-detail relationship from Testimonial__c to Account and a lookup relationship from Testimonial__c to Contact. A master-detail relationship creates a parent-child relationship between two objects and allows for roll-up summary fields, sharing settings, and cascading actions. A lookup relationship creates a loose association between two objects and allows users to relate records from one object to another. Source

NEW QUESTION: 48

Universal Containers uses a custom object called Reviews to capture information generated by interviewers 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. How should the app builder meet this requirement?

A. Create a page layout with the field and use field-level security to hide the field from all other users.

B. Create an Apex sharing rule to share the field with users that have "MR" in their role.

C. Create a sharing rule to share the field with the VP of HR with Role and Subordinates.

D. Create a page layout with the field for HR users and another page layout without the field for all other users.

Answer: A (LEAVE A REPLY)

Explanation

Create a page layout with the field and use field-level security to hide the field from all other users is how the app builder should meet the requirement of making the comment field on Review private to anyone outside of HR department. Field-level security can control which profiles can view or edit a field on a record. Create an Apex sharing rule, create a sharing rule to share the field with VP of HR with Role and Subordinates, and create a page layout with the field for HR users and another page layout without the field for all other users are not valid or feasible solutions for this requirement.

NEW QUESTION: 49

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

What should the app builder do to meet the requirement?

A. Email deliverability set to system email only.

- B.** Email configured for SMTP authentication.
- C.** Email relay to the configured host enabled.
- D.** Email deliverability set to no access.

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

Explanation

Setting email deliverability to no access would prevent outbound email sends during testing in a sandbox.

This would ensure that no emails are sent to any users or external email addresses from the sandbox. Setting email deliverability to system email only would still allow some emails to be sent, such as password reset emails or new user emails. Configuring SMTP authentication or email relay would not affect email deliverability in a sandbox

NEW QUESTION: 50

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 roll-up summary can be achieved by creating a formula field on the Galaxy__c object.
- B.** The lookup relationship will need to be converted to a master-detail relationship before a roll-up summary field can be created.
- C.** The roll-up summary can be achieved by creating a formula field on the Star__c object.
- D.** 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

Answer: ([SHOW ANSWER](#))

Explanation

The lookup relationship will need to be converted to a master-detail relationship before a roll-up summary field can be created. This is correct because roll-up summary fields are only available on the master object in a master-detail relationship, and a lookup relationship does not establish a parent-child hierarchy between the objects

NEW QUESTION: 51

A sales rep at AW Computing is unable to find what they are looking for while scrolling through their Chatter feed.

How can a filter be utilized to show only posts from their key account and opportunity records?

- A.** Create a Chatter group.
- B.** Create Chatter bookmarks
- C.** Create a Chatter stream.
- D.** Create a Chatter notification.

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

Explanation

Create a Chatter stream. This is correct because a Chatter stream allows users to follow multiple records and people in one feed, and filter the feed by selecting a stream.

NEW QUESTION: 52

An app builder wants to limit the number 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 ([LEAVE A REPLY](#))

Explanation

Making the Opportunity type a required field on the initial Opportunity page layout and using automation to fill in the type field to a record type is a way to limit the number of fields users are required to fill out when creating a new Opportunity. This way, the app builder can assign different page layouts for different record types based on the Opportunity type. The other options are not feasible or effective

NEW QUESTION: 53

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

Which feature should be used to accomplish this?

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

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

Explanation

To have automatic posts on a record whenever a travel request has been approved, feed tracking should be used. Feed tracking enables field updates to be displayed in the Chatter feed of a record or a user profile. Users can follow records or users to see updates in their own feed. Feed tracking can be enabled for standard or custom objects and selected fields.

NEW QUESTION: 54

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

Explanation

The two considerations that an app builder should keep in mind during the deployment process using change sets are: Change sets do not include all components and may have to perform some changes manually. Change sets are a way to deploy metadata changes from one Salesforce org to another, but they do not support all types of components, such as reports, dashboards, email templates, etc. The app builder may have to use other methods, such as unmanaged packages or manual configuration, to deploy these components. Users should be logged out of production when receiving inbound change sets. This is a best practice to avoid any errors or conflicts that may occur when deploying changes to production. Users may be working on records or components that are being updated by the change set, which may cause data loss or inconsistency. Salesforce Connect does not automatically establish a link between environments. Salesforce Connect is a feature that allows users to access data from external sources without storing it in Salesforce. It does not have anything to do with deploying changes between Salesforce orgs. Transactions will not revert if the deployment errors.

Transactions are units of work that are either completed entirely or not at all. If a deployment error occurs during a transaction, the transaction will be rolled back and no changes will be made to the target org.

However, this does not mean that the source org will revert to its previous state before the deployment.

NEW QUESTION: 55

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

How should an app builder configure the proper access?

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

D. Create a sharing rule that grants the users Read/Write access to the Application records.

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

Explanation

The app builder should create a sharing rule that grants the users Read/Write access to the Application records.

A sharing rule is a type of rule that can extend record access to groups of users based on certain criteria. In this case, the app builder can create a sharing rule that grants Read/Write access to the Application object to the recruiters based on their role, public group, or queue. This will allow them to edit the Application records related to any Internship record, regardless of the ownership. Option A, B, and C are not ways to configure the proper access.

NEW QUESTION: 56

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

A. Forecast category

B. Stage

C. Lead source

D. Type

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

Explanation

The opportunity standard fields that are available to be configured directly are Stage, Lead Source, and Type.

These fields can be modified by editing their picklist values, adding or removing values, or changing their default values. Option A is incorrect because Forecast Category is not a standard field on the opportunity object, but rather a system field that is automatically derived from the Stage field.

NEW QUESTION: 57

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. ISNUMBER(Id)

B. CASESAFEID(Id)

C. TEXT(Id)

D. VALUE(Id)

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

Explanation

The app builder should use the CASESAFEID(Id) formula to create this new field. The CASESAFEID function returns the 18-digit case-insensitive version of the record ID, which is unique for each record in Salesforce. The 18-digit record ID is useful for exporting data

to external systems that require case-sensitive IDs¹. Option A, C, and D are not formulas that can return the 18-digit record ID.

NEW QUESTION: 58

Managers at Universal Containers want 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.

What should the app builder recommend?

- A.** Add Path on Account hierarchy
- B.** Add a custom link on Account
- C.** Customize a Global Quick Action
- D.** Create a custom action

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

Explanation

Create a custom action is the recommended solution to meet the requirement of creating additional accounts to form a hierarchy from a Parent Account record. According to the Salesforce documentation, "Actions let users quickly create or update records, log calls, send emails, and more, in the context of a particular object." A custom action can auto-populate fields based on the parent account and make it easier for users to create child accounts. Add Path on Account hierarchy, add a custom link on Account, and customize a Global Quick Action are not valid or feasible options.

NEW QUESTION: 59

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 ([LEAVE A REPLY](#))

Explanation

A flow is a powerful automation tool that can perform complex logic and data manipulation. A flow can be used to delete rejected quotes by using a record-triggered flow that runs when a quote is updated, or by using a scheduled flow that runs at a specified time.

NEW QUESTION: 60

Universal Containers' 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. Apex has a different SOQL query limit than Flow.
- C. Create a process for each workflow rule.
- D. Combine actions when possible.

Answer: A,D (LEAVE A REPLY)

Explanation

Before replacing workflow rules and Apex triggers with Process Builders, the app builder should consider avoiding generating infinite loops and combining actions when possible. Infinite loops can occur when a process updates a record that causes another process to run on the same record, and so on. Combining actions can reduce the number of processes and improve performance and maintainability

NEW QUESTION: 61

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

Choose 2 answers

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

Answer: (SHOW ANSWER)

Explanation

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

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NEW QUESTION: 62

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 ([LEAVE A REPLY](#))

Explanation

Add the standard Chatter feed component is how an app builder can add the Chatter feed to a custom object record page. According to the Salesforce documentation, "The Chatter Feed component displays updates about records in your org." Add the standard related list component, add a custom Chatter feed component, and add the Chatter feed component from the AppExchange are not valid or necessary options.

NEW QUESTION: 63

DreamHouseRealty (DR) is expanding into subsidized housing by partnering with local government entities.

DR uses Sales Cloud and has enabled field history tracking on the Opportunity object. Due to increased Information requirements, the App Dev team is changing Text Area (Long) fields to Rich Text fields to allow for up to 1,000 characters and better descriptions.

Which two considerations should be made by the team?

Choose 2 answers

- A. Rich text field values of all lengths are displayed fully in reports.
- B. Data loss may occur when changing custom field types.
- C. Field History Tracking records value changes of 255 characters or less.
- D. Audit Trail is available through REST API extracts.

Answer: ([SHOW ANSWER](#))

Explanation

Changing custom field types may result in data loss if the new field type is incompatible with the old one. For example, changing a text field to a number field may cause text values to be deleted. Field history tracking records value changes of 255 characters or less. If a rich text field value exceeds this limit, only the first 255 characters are tracked.

NEW QUESTION: 64

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: ([SHOW ANSWER](#))

Explanation

To configure a custom Lightning component for use in a record page, the app builder needs to edit a record page using the Lightning App Builder and drag the component onto the page. The Page Layout editor and the App Manager are not used for this purpose

NEW QUESTION: 65

Cloud Kicks wants to display 10 key fields at once in a separate section at the top of opportunity records on the desktop.

Which component should 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: ([SHOW ANSWER](#))

Explanation

Highlights Panel. This is correct because the highlights panel component displays key fields from a record at the top of the page, and it can be configured to show up to 10 fields.

NEW QUESTION: 66

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

Explanation

The app builder should add the fields to the page layout on the object to ensure users can access the new object and fields. The page layout determines which fields are visible and editable on the record detail page. Option A, B, and C are not necessary for this purpose.

NEW QUESTION: 67

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

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

Explanation

The app builder should do three things to optimize mobile experience:

Use Global Actions to make it easy to perform vital functionality on mobile: Global actions are actions that allow users to create records or perform tasks from anywhere in Salesforce. They are displayed in various places in Salesforce mobile app, such as action bar, action menu, or publisher. By using global actions, the app builder can make it easy for the appraisal team to perform common tasks on mobile, such as creating a new appraisal record or logging a call.

Minimize the amount of formula fields and lookup fields to reduce page load time: Formula fields and lookup fields are types of fields that can affect the performance of Salesforce mobile app. Formula fields are fields that calculate a value based on an expression or formula. Lookup fields are fields that create a relationship between two objects and allow users to select a value from a list of records. Both types of fields can increase the page load time on mobile devices, especially if they are complex or reference many other fields. By minimizing the amount of formula fields and lookup fields, the app builder can optimize the mobile experience for the appraisal team.

Put the most important fields in the compact layout so they are easy to find: Compact layouts are layouts that display a record's key information at a glance. They are used in various places in Salesforce mobile app, such as record highlights, list views, related lists, and lookup dialogs. By putting the most important fields in the compact layout, the app builder can ensure that the appraisal team can easily find the information they need on mobile devices. Option B and D are not things that an app builder should do to optimize mobile experience.

NEW QUESTION: 68

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

Which two steps are necessary to accomplish this task?

Choose 2 answers

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

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

Explanation

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

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

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

NEW QUESTION: 69

Universal Containers wants to create a report to show job applications with or without resumes.

What considerations should the app builder be aware of when creating the custom report type?

- A.** 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 but cause an error when the report is run.

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

Explanation

The primary object selection is locked once the custom report type has been saved. This means that the app builder cannot change the primary object later. The other options are not true.

NEW QUESTION: 70

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

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

Explanation

For use on the utility bar. This is correct because the component must have this tag in order to be available on the utility bar. The other tags are not relevant for this requirement.

NEW QUESTION: 71

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

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

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

Answer: ([SHOW ANSWER](#))

Explanation

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

NEW QUESTION: 72

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

Who will get access to the new field by default?

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

Answer: ([SHOW ANSWER](#))

Explanation

All profiles will get access to the new field by default when it is created using Schema Builder. The app builder can modify the field-level security settings later to restrict access for certain profiles. Standard profiles, no profiles, and internal profiles are not correct options.

NEW QUESTION: 73

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.** Sharing Rules
- B.** Public Groups
- C.** Permission Set Groups
- D.** Manual Sharing Rules

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

Explanation

Sharing rules and manual sharing are two features that can extend record access beyond the organization-wide defaults. Sharing rules are automatic rules that grant access to groups of users based on certain criteria, such as role, public group, or territory. Manual sharing is a manual way of granting access to individual users or groups by the record owner or someone above them in the role hierarchy. Option B and C are not features that extend record access.

NEW QUESTION: 74

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:



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`

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

Explanation

This formula concatenates the four custom fields for the Galactic Vendor's location into a single text value, separated by commas and spaces. The formula also uses the BR function to insert a line break after the second field, creating two lines of text. Option A, B, and D are not formulas that fulfill the requirement.

NEW QUESTION: 75

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. Approval Process with a triggered Flow process.
- C. Approval Process with Time-Dependent Workflow action.
- D. Two-step Approval Process.

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

Explanation

The feature that can be used to meet these requirements is two-step approval process. An approval process defines the steps and criteria for approving records. A two-step approval process requires two levels of approval before a record can be deleted. The app builder can configure an approval process for opportunities that requires sales reps to submit their delete requests for approval from their managers. Option A is incorrect because Process Builder with Submit for Approval action is not a valid feature, as Process Builder cannot submit records for approval. Option B is incorrect because Approval Process with a triggered Flow process is not a valid feature, as Approval Process cannot trigger Flow processes. Option C is incorrect because Approval Process with Time-Dependent Workflow action is not a valid feature, as Approval Process cannot use Time-Dependent Workflow actions.

NEW QUESTION: 76

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: ([SHOW ANSWER](#))

Explanation

The app builder should provision a Partial Data sandbox to the developer. A Partial Data sandbox can have up to 5 GB of data, which meets the requirement of having at least half a gigabyte of data. A Partial Data sandbox can also be refreshed every 5 days, which meets the requirement of refreshing after each three-day sprint.

Option A is incorrect because a Developer sandbox can only have up to 200 MB of data, which does not meet the requirement. Option B is incorrect because a Full Copy sandbox can only be refreshed every 29 days, which does not meet the requirement. Option C is incorrect because a Developer Pro sandbox can only have up to 1 GB of data, which may not be enough for the requirement.

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NEW QUESTION: 77

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

Explanation

A text-only Visualforce page can be used to show a text notification on a case record page based on a condition. The Visualforce component can be dragged into the Case Lightning page and its visibility can be set to show when the account support level is platinum. This is the simplest and most flexible way to meet the requirement

NEW QUESTION: 78

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

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

Explanation

It will fail if there is a feature only available in the next version. According to the Salesforce documentation,

"If your sandbox is on a newer version than your production org, you can't deploy any components that are new in the sandbox version." The change set components will not be upgraded to the next version in production, the change set will not be automatically deployed when production is upgraded, and the deployment is possible if there are no new features involved.

NEW QUESTION: 79

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

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

Answer: ([SHOW ANSWER](#))

Explanation

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

NEW QUESTION: 80

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

Explanation

Roll-up summary fields can only be created on master-detail relationships, and they can only calculate numeric fields, such as currency, percent, and number. Date and time fields are not supported for roll-up summary fields. Checkbox fields can be used in roll-up summary filters, but not in the field to aggregate

NEW QUESTION: 81

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: B,D (LEAVE A REPLY)

Explanation

The app builder should use two tools to automate this process:

Process Builder: This is a type of automation tool that can execute actions based on certain criteria. In this case, the process builder can have a criteria that evaluates if an opportunity goes to the closed won stage, and then execute an action that posts a message to a Chatter group.

Workflow: This is another type of automation tool that can execute actions based on certain criteria. In this case, the workflow can have a criteria that evaluates if an opportunity goes to the closed won stage, and then execute an action that posts a message to a Chatter group. Option A and C are not tools that can automate this process.

NEW QUESTION: 82

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-detailrelationship field on Application__c to Open.Position__c
- D. Create a master-detail relationship field on Applicant__c to Apphcabon__c

Answer: D (LEAVE A REPLY)

Explanation

Create a master-detail relationship field on Applicant__c to Application__c is what the app builder should recommend to meet the requirements of allowing the same applicant to apply for multiple open positions using a single application. This will create a many-to-many relationship between Applicant__c and Open_Position__c using Application__c as a junction object. Create a master-detail relationship on Open_Position__c to Application__c, create a master-detail relationship field on Application__c to Open_Position__c, and create

a lookup relationship field on Applicant__c to Application__c are not valid or correct ways to create a many-to-many relationship.

NEW QUESTION: 83

Cloud Kicks has five years of sales data and would like to track when customers made their first purchase.

How should an app builder use a roll-up summary to meet the requirements?

- A.** Create a new roll-up summary field called First Order Date, using Type MIN on the Opportunity Close Date with a filter where IsWon = TRUE.
- B.** Create a new date field called First Order Date, create a new Workflow to set the date, and roll up the value with a filter where IsWon = TRUE.
- C.** Create a new roll-up summary field called First Order Date, using Type SUM on Opportunity Close Date.
- D.** Create a new date field called First Order Date, then create a roll-up summary to update the field using Type MIN.

Answer: ([SHOW ANSWER](#))

Explanation

The app builder should create a new roll-up summary field called First Order Date, using Type MIN on the Opportunity Close Date with a filter where IsWon = TRUE. A roll-up summary field is a type of field that calculates values from related records and displays them on the parent record. In this case, the app builder can create a roll-up summary field on the Account object that calculates the minimum (earliest) value of the Opportunity Close Date field from the related opportunities where IsWon = TRUE. This will show when customers made their first purchase. Option B, C, and D are not correct ways to use a roll-up summary field to meet the requirement.

NEW QUESTION: 84

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

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

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

Answer: ([SHOW ANSWER](#))

Explanation

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

text that represents a number to a number. FIND() is used to locate one text string within another text string.

NEW QUESTION: 85

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

Explanation

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

NEW QUESTION: 86

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: ([SHOW ANSWER](#))

Explanation

To display the actions on the Lightning record page, two components could be included on the layout:

Highlights panel: The highlights panel displays key information and actions for a record based on the compact layout. Users can see and perform actions such as edit, clone, delete, follow, etc. from the highlights panel. [Source] Activities: The activities component displays tasks and events related to a record. Users can also create new tasks and events, log calls, send emails, and view past activities from this component.

NEW QUESTION: 87

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

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

Explanation

The two considerations that should be made are: The Star records are all required to have an existing value in their Galaxy field. This is a prerequisite for converting a lookup relationship to a master-detail relationship. A lookup relationship is an optional relationship that links two objects together, but does not enforce referential integrity or cascade delete. A master-detail relationship is a required relationship that links two objects together and enforces referential integrity and cascade delete. To convert a lookup relationship to a master-detail relationship, all child records must have a value in their lookup field that references an existing parent record. The Galaxy object has fewer than two existing master-detail relationships. This is another prerequisite for converting a lookup relationship to a master-detail relationship. An object can have up to two master-detail relationships with other objects and can act as both the parent and child in different relationships. To convert a lookup relationship to a master-detail relationship, the parent object must have fewer than two existing master-detail relationships with other objects. The Galaxy object is required to contain existing roll-up summary fields is not a valid consideration, as it is not related to converting a lookup relationship to a master-detail relationship.

NEW QUESTION: 88

The app builder needs to change the data types of new custom fields. The app builder is not able to delete and recreate any of the fields, nor modify any apex code. Which data type change will require the app builder to perform the additional steps in order to retain existing functionalities?

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

Answer: ([SHOW ANSWER](#))

Explanation

Changing the data type of a field used in an apex class from number to text will require the app builder to perform additional steps in order to retain existing functionalities. This is because changing the data type of a field may affect the apex code that references or

manipulates the field value, and may cause compilation errors or unexpected results. The app builder will need to update the apex code to handle the new data type and ensure that the logic and calculations are still correct. Option B is incorrect because changing the data type of a field used in a report from a text to an encrypted field will not require additional steps, as encrypted fields can still be used in reports with some limitations. Option C is incorrect because changing the data type of a field used as an external id from number to text will not require additional steps, as external id fields can be either number or text. Option D is incorrect because changing the data type of a field used in lead conversion from number to text will not require additional steps, as lead conversion fields can be mapped regardless of their data types.

NEW QUESTION: 89

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

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

Explanation

The new object should have a lookup relationship to the Opportunity object. A lookup relationship creates a link between two objects and allows related records to be viewed in a related list. This can be used to track installation information for each opportunity and give sales reps visibility of all the installations associated with their opportunities. Option B, C, and D are not appropriate for this requirement.

NEW QUESTION: 90

Universal Containers has a custom picklist called Support Level on the Account object.

They would like to show the real-time value of Support Level on all case records.

How should an app builder implement this requirement?

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

Answer: ([SHOW ANSWER](#))

Explanation

The best way to implement this requirement is to create a formula field on the Case object using the TEXT function. A formula field can display the value of another field from a

related object, such as the Account object. The TEXT function can convert a picklist value into text, which can be displayed on the Case record.

Creating a formula field on the Account object using the ISPICKVAL function is not a valid solution, as it does not show the value of Support Level on the Case record. The ISPICKVAL function is used to check if a picklist field has a certain value, not to display it.

Creating a Process Builder and using a field update on the Case object is not an optimal solution, as it requires more configuration and maintenance than a formula field.

A Process Builder may also introduce delays or errors in updating the field value. Creating a roll-up summary field using Support Level on the Account object is not a valid solution, as it does not show the value of Support Level on the Case record. A roll-up summary field is used to aggregate numeric values from child records, not to display picklist values.

NEW QUESTION: 91

DreamHouse Realty wants to track how many lifts are being installed into customer garages. The To Be Installed custom checkbox field on the custom Lift object should be checked and an external system should be notified via an outbound message the next day when a lift is sold.

What automation tool should be used to complete this task?

- A. Approval process
- B. Workflow
- C. Flow
- D. Process Builder

Answer: D (LEAVE A REPLY)

Explanation

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

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NEW QUESTION: 92

universal containers has several large customers that sell their products through dealers. Each customer and dealer have 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: D ([LEAVE A REPLY](#))

Explanation

Creating both customer and dealer as accounts, creating account teams on each account and associating the dealer records with the parent account would allow UC to track each customer and dealer separately, as well as their relationships and reps. Account hierarchy is not suitable for this scenario, as it is used to show the relationships among parent and child accounts within a single company

NEW QUESTION: 93

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 ([LEAVE A REPLY](#))

Explanation

TODAY() is the function that should be used to return a date for calculating the difference between today and the date a marketing communication was sent. According to the Salesforce documentation, "TODAY() returns the current date as a Date value."

DATETIMEVALUE() converts a text value into a Date/Time value.

DATEVALUE() converts a Date/Time value into a Date value. NOW() returns the current Date/Time value.

NEW QUESTION: 94

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

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

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

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

Explanation

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

NEW QUESTION: 95

At Ursa Major Solar, there is a single Lightning record page for the Celestial Bodies custom object; however, there is a Lightning component the app builder wants to restrict to mobile app users.

Which feature on the Lightning app builder should be utilized?

- A. Chatter feed
- B. Highlights panel
- C. Component visibility filter
- D. Related list quick links

Answer: ([SHOW ANSWER](#))

Explanation

Component visibility filter is the feature on the Lightning app builder that should be utilized to restrict a Lightning component to mobile app users. According to the Salesforce documentation, "Use component visibility filters to show or hide components on a record page based on field values or user profile." Chatter feed, highlights panel, and related list quick links are not features for controlling component visibility, but standard components that can be added to a record page.

NEW QUESTION: 96

An app builder needs to deploy a new account detail page layout from sandbox to production.

Which three components should an app builder include in the Change Set to ensure it deploys successfully and visually as expected?

Choose 3 answers

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

Answer: ([SHOW ANSWER](#))

Explanation

To deploy a new account detail page layout from sandbox to production, an app builder should include three components in the change set:

Detail page layout: The page layout defines the arrangement of fields, buttons, related lists, and other components on a record detail or edit page. It also controls which fields are required or read-only for users. Source Custom fields: Custom fields are fields that are created by users to store additional information on standard or custom objects. Custom fields can have different data types, such as text, number, date, picklist, etc. Source Custom actions: Custom actions are actions that are created by users to extend the functionality of standard or custom objects. Custom actions can be global or object-specific, and they can invoke different tools such as Lightning components, Visualforce pages, flows, etc. [Source]

NEW QUESTION: 97

Which three options are available when activating a Lightning page from the Lightning App Builder?

Choose 3 answers

- A. Assign the page to a combination of apps and profiles.
- B. Assign the page to a combination of apps and permission sets.
- C. Make the page the org default.
- D. Make the page the default homepage for specific roles.
- E. Make the page the default homepage for specific apps.

Answer: ([SHOW ANSWER](#))

Explanation

When activating a Lightning page from the Lightning App Builder, three options are available:

Assign the page to a combination of apps and profiles. This option allows users to specify which apps and profiles will see the custom Lightning page instead of the default page.

Make the page the org default. This option makes the custom Lightning page the default for all users in the org regardless of their app or profile.

Make the page the default homepage for specific apps. This option allows users to set different homepages for different apps in Lightning Experience. [Source]

NEW QUESTION: 98

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

Which automation solution would meet these requirements?

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

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

Explanation

The automation solution that would meet these requirements is Process Builder. Process Builder is a tool that can create and update records, send email alerts, submit records for approval, invoke flows, call Apex classes, and post to Chatter based on certain criteria and actions. The app builder can use Process Builder to create a process that starts when an opportunity is marked as closed won, creates a new opportunity record for the renewal with pre-populated fields, and sends an email alert to the contracts team. Option A is incorrect because an approval process is not suitable for this requirement, as approval processes are used to define the steps and criteria for approving records. Option B is incorrect because a validation rule is not suitable for this requirement, as validation rules are used to enforce data quality and prevent users from saving invalid records. Option D is incorrect because a workflow rule is not suitable for this requirement, as workflow rules are considered legacy tools and have limitations compared to Process Builder.

NEW QUESTION: 99

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

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

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

Explanation

The three Salesforce functionalities that are ignored when processing field updates in workflow rules and approval processes are:

Field-Level Security: This means that the field update will occur regardless of the user's profile or permission set settings that determine whether they can see or edit the field¹.

Validation Rules: This means that the field update will bypass any validation rules that might otherwise prevent the record from being saved¹.

Decimal places and character limits: This means that the field update will round or truncate the value to fit the field's format, without throwing an error

NEW QUESTION: 100

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

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

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

Explanation

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

NEW QUESTION: 101

A recently refreshed partial sandbox at Cloud Kicks has no data In the custom object Shipping. Checking In production, there are two million rows of data in the object. What could be the reason the data Is missing?

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

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

Explanation

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

NEW QUESTION: 102

Cloud Kicks has leads owned by users and queues. The sales manager wants the status to change to working when a user takes ownership.

What does an app builder need to have in the criteria to ensure the process runs without error?

- A.** `BEGINS([Lead].OwnerId, „005")`
- B.** `[Lead].Owner:User.Role Is Null = False`
- C.** `[Lead].Owner:Queue.OwnerId Is Null = True`
- D.** `NOT(ISBLANK([Lead].OwnerId))`

Answer: (SHOW ANSWER)

Explanation

The app builder needs to have NOT(ISBLANK([Lead].OwnerId)) in the criteria to ensure the process runs without error. This formula checks if the OwnerId field on the Lead object is not blank, which means that the lead is owned by a user or a queue. This will prevent the process from running on leads that are not owned by anyone, which could cause an error. Option A, B, and C are not formulas that can ensure the process runs without error.

NEW QUESTION: 103

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

What automation tool should the app builder recommend?

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

Answer: D (LEAVE A REPLY)

Explanation

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

NEW QUESTION: 104

An app builder wants to create a report to compare the number of support cases in each status (New, In-progress, or Closed) and by priority (Critical, High, Medium, or Low).

What solution should be used for the report?

- A. Grouping
- B. Bucket Columns
- C. Custom Report Type
- D. Filters

Answer: A (LEAVE A REPLY)

Explanation

The best solution to create a report to compare the number of support cases in each status and by priority is to use grouping. Grouping allows the app builder to summarize data by one or more fields, such as status and priority, and display them in rows and columns. Grouping also enables the app builder to use different chart types, such as stacked bar charts or matrix charts, to visualize the data. Bucket columns are not a suitable solution, as they are used to categorize data into predefined groups, such as high, medium, or low. Custom report types are not a suitable solution, as they are used to define the objects and

fields available for a report, not how to display them. Filters are not a suitable solution, as they are used to limit the data shown in a report based on certain criteria, not how to compare them

NEW QUESTION: 105

An app builder at DreamHouse Realty created a custom object which has fields containing data from two different objects via related lookups.

What is needed to create "with" or "without" reports on the new custom object?

- A.** Row-Level Formula
- B.** Report Bucket Field
- C.** Report Filters
- D.** Custom Report Type

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

Explanation

To create "with" or "without" reports on the new custom object, a custom report type is needed. A custom report type defines the relationship between one or more standard or custom objects for reporting purposes. It allows users to select which fields they want to display in their reports and filter by related objects.

NEW QUESTION: 106

Cloud Kicks has created a custom object called Interests which is joined to Accounts by way of a junction object called Account Interest.

What is the impact to users attempting to view an Account and the associated Account Interest records if they are without read access to the Interest object?

- A.** Users will be able to view the Account Interest records and will have read-only access to the Interest records.
- B.** Users will be unable to view Account records that have a related Account Interest record.
- C.** Users will be unable to view the Account Interest records or the Interest records.
- D.** Users will be able to view the Account Interest record, but unable to view the field or any information relating back to the Interest record.

Answer: (SHOW ANSWER)

Explanation

Users will be unable to view the Account Interest records or the Interest records because they do not have read access to the Interest object. This is a standard behavior of Salesforce when a user does not have access to a related object.

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NEW QUESTION: 107

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

What feature could an app builder recommend UC use?

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

Answer: B (LEAVE A REPLY)

Explanation

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

NEW QUESTION: 108

Universal Containers (UC) tracks Account locations in Zip Code, a custom text field with a validation rule to enforce proper formatting of the US ZIP+4 code for UC's orders.

What formula should the app builder create on Order to display only the first five digits of Zip Code from the parent Account?

- A. BEGINS(Account.Zip_Code_r, 5)
- B. TEXT(Account.Zip_Code_c, 5)
- C. LEFT(Account.Zip_Code_c, 5)
- D. LPAD(Account.Zip_Code__r, 5)

Answer: C (LEAVE A REPLY)

Explanation

LEFT(Account.Zip_Code_c, 5) is the correct formula to display only the first five digits of Zip Code from the parent Account. LEFT function returns the specified number of characters from the left side of a text string.

Account.Zip_Code_c is the custom text field that stores the Zip Code on Account object. 5 is the number of characters to return from the left side of the Zip Code. The other options are not valid formulas or functions.

NEW QUESTION: 109

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

Answer: A,D (LEAVE A REPLY)

Explanation

To calculate summaries from child objects of a standard object, an app builder should evaluate two considerations:

An app builder is unable to change a look up to a master-detail relationship. A lookup relationship can only be converted to a master-detail relationship if the lookup field in all records contains a value. If some records have null values, then the conversion will fail. A value is required in all records of the lookup field prior to converting to a master-detail relationship.

As mentioned above, a lookup field cannot have any null values before it can be converted to a master-detail relationship. Users will need to populate the lookup field with valid values for all records before attempting the conversion.

NEW QUESTION: 110

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: A (LEAVE A REPLY)

Explanation

The best way to implement this request is to create a Lightning Web Component that can fetch the real-time stock price from an external API and display it on the Account record page. Installing a solution from the AppExchange may not be feasible as it may not match the exact requirements or may have additional costs.

Building a Flow that uses API calls may not be efficient as it may consume API limits and may not be able to update the stock price in real-time. Using a scheduled Apex job may not be suitable as it may not be able to run frequently enough to reflect the real-time stock price

NEW QUESTION: 111

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

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

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

Explanation

The two reasons to create an unmanaged package are to distribute open-source projects on the AppExchange and to deploy from a Developer Edition environment. An unmanaged package is a collection of components that can be installed in any Salesforce org but cannot be upgraded or controlled by the developer. An unmanaged package can be used to share open-source projects or to deploy components from a Developer Edition environment to another org.

NEW QUESTION: 112

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: ([SHOW ANSWER](#))

Explanation

A custom button, a validation rule, and record types can be used to meet the requirement of hiding the convert button on leads until the lead status picklist is set to qualified. The custom button can replace the standard convert button and invoke a validation rule that checks the lead status. The record types can be used to assign different page layouts with different buttons for different lead statuses

NEW QUESTION: 113

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.** Roll-up summary field

- B. Lookup field
- C. Master-detail relationship field
- D. Number field

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

Explanation

To start tracking how many shoe subscriptions have been sold for each shoe catalog, a roll-up summary field should be created. A roll-up summary field calculates values from related records on a master-detail relationship. It can count, sum, min, or max numeric values from child records on a parent record.

NEW QUESTION: 114

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 ([LEAVE A REPLY](#))

Explanation

The best type of sandbox for each team member to use is a developer sandbox. A developer sandbox is a copy of production that includes only the metadata, such as objects, fields, layouts, etc. It does not include any data, such as records or attachments. A developer sandbox is ideal for small projects that do not require data testing, such as developing new features or customizations. A developer sandbox has a storage limit of 200 MB and can be refreshed once per day. A developer sandbox is also cheaper than other types of sandboxes. A full sandbox is a copy of production that includes all the metadata and data. It is ideal for large projects that require data testing, such as performance testing or integration testing. A full sandbox has the same storage limit as production and can be refreshed every 29 days. A full sandbox is also the most expensive type of sandbox. A developer pro sandbox is similar to a developer sandbox, but it has a larger storage limit of 1 GB and can be refreshed every 5 days. It is ideal for projects that require some data testing, such as data migration or quality assurance testing. A partial sandbox is similar to a full sandbox, but it has a smaller storage limit of 5 GB and can be refreshed every 5 days. It is ideal for projects that require selective data testing, such as user acceptance testing or staging testing.

NEW QUESTION: 115

The Recruiting team at AW Computing captures the job acceptance and date of hire of a candidate on the Job Application custom object. Once the candidate accepts the recruiter's job offer, the date of hire should be entered and not be changed on subsequent record edit.

Which validation formula should the app builder use?

- A. NOT(ISBLANK(Job_Accepted__c)) && ISCHANGED(Hire_Date__c)
- B. (ISBLANK(Job_Accepted__c) || NOT(ISCHANGED(Hire_Date__c)))
- C. NOT(ISBLANK(Job_Accepted__c) || ISCHANGED(Hire_Date__c))
- D. (ISBLANK(Job_Accepted__c) && NOT(ISCHANGED(Hire_Date__c)))

Answer: (SHOW ANSWER)

Explanation

NOT(ISBLANK(Job_Accepted__c)) && ISCHANGED(Hire_Date__c) is the validation formula that the app builder should use to meet the requirement of preventing changes to Hire Date after Job Accepted is entered.

This formula will return TRUE if Job Accepted is not blank and Hire Date is changed, which will display an error message and prevent saving the record. The other formulas are not correct or valid.

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