

Salesforce.Platform App Builder.by.Fin.154q

Number: Platform App Builder
Passing Score: 800
Time Limit: 120
File Version: 8.0

Exam Code: Platform App Builder

Exam Name: Platform App Builder



Exam A

QUESTION 1

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

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

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

Correct Answer: D

Section:

Explanation:

Sharing rules can be used to extend access to records owned by certain users or roles to other users or roles. In this case, a sharing rule can grant read-only or read/write access to sales-owned accounts to the marketing team

QUESTION 2

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.



Correct Answer: A, B

Section:

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.

QUESTION 3

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

What should the app builder recommend to meet this requirement?

- A. Update the org-wide default to private and create a sharing rule for the role of recruiting manager.
- B. Create a permission set containing the salary record type and assign it to the appropriate users.
- C. Remove 'create' permission for the salary applicant object for everyone except the manager and VP.

D. Configure the hourly record type as the default and instruct non-management users to accept the default record type.

Correct Answer: B

Section:

Explanation:

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

QUESTION 4

Due to the complexity of the Universal Containers sandbox release schedule and requirements, it is advised that change sets are used as often as possible to migrate from one environment to another.

Which three common items can an app builder move when using a change set?

Choose 3 answers

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

Correct Answer: C, D, E

Section:

Explanation:

The common items that can be moved using a change set are custom object, Apex class, and custom field. These are metadata components that can be deployed from one environment to another using change sets. Web-to-lead and standard fields are not metadata components that can be moved using change sets.

QUESTION 5

Cloud Kicks (CK) wants to quickly insert a list of over 60,000 net new Accounts. The template based on CK's data model was used to populate the list.

Which tool should be used?

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

Correct Answer: A

Section:

Explanation:

The app builder should use Data Loader to quickly insert a list of over 60,000 net new Accounts. Data Loader is a tool that allows users to insert, update, delete, or export large amounts of data from Salesforce using CSV files or database connections. Data Loader can handle up to 5 million records at a time and supports features such as bulk API, batch operations, mapping files, etc. Data Loader is ideal for loading large data sets into Salesforce quickly and efficiently. Lightning Object Creator is not a valid tool, as it cannot insert data into existing objects. Lightning Object Creator is a tool that allows users to create custom objects from spreadsheet data by uploading a file and mapping columns to fields. It cannot load data into existing objects or handle more than 500 records at a time. Import Wizard is not a valid tool, as it cannot handle more than 50,000 records at a time. Import Wizard is a tool that allows users to insert, update, or delete data from Salesforce using CSV files or Excel files. Import Wizard supports standard objects and some custom objects and provides features such as field mapping, duplicate detection, data validation, etc. Import Wizard is ideal for loading small data sets into Salesforce with more control and accuracy.

QUESTION 6

Cloud Kicks (CK) wants to begin socializing and collaborating within Salesforce around customer accounts to discuss various topics. CK would like all company employees to see these conversations.

Which two features of Chatter would meet CK's business needs?

Choose 2 answers

- A. Set up new private Chatter groups.
- B. Set up new public Chatter groups.
- C. Use post action on the Account object.
- D. Use Chatter actions to create tasks to complete.

Correct Answer: B, C

Section:

Explanation:

The two features of Chatter that would meet CK's business needs are: Set up new public Chatter groups. A public Chatter group is a way to create a collaborative space for users to share information, files, polls, and ideas around a common topic or interest. A public Chatter group can be joined by any user in the organization and can be seen by anyone who has access to Chatter. By setting up new public Chatter groups, CK can enable users to socialize and collaborate around customer accounts and discuss various topics. Use post action on the Account object. A post action is a type of quick action that allows users to create a post on a record's feed or on their own feed. A post can include text, mentions, hashtags, topics, links, files, or images. By using post action on the Account object, CK can enable users to share updates, feedback, or questions about customer accounts and engage with other users who follow the accounts. Set up new private Chatter groups is not a valid feature, as it does not meet CK's business needs. A private Chatter group is a way to create a collaborative space for users to share information, files, polls, and ideas around a confidential or sensitive topic or interest. A private Chatter group can only be joined by invitation and can only be seen by the group members. By setting up new private Chatter groups, CK would limit the visibility and accessibility of the conversations around customer accounts. Use Chatter actions to create tasks to complete is not a valid feature, as it does not meet CK's business needs. A Chatter action is a type of quick action that allows users to create a task from a record's feed or from their own feed. A task can include subject, due date, priority, status, assigned to, etc. By using Chatter actions to create tasks to complete, CK would enable users to track and manage their work related to customer accounts, but not to socialize and collaborate with other users.

QUESTION 7

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

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



Correct Answer: C

Section:

Explanation:

The app builder should use Sum as the type of summary in the roll-up summary field. A Sum type of summary allows the app builder to calculate the total value of a numeric field from the child records related to a parent record by a master-detail relationship. The app builder can create a roll-up summary field on the Account object that sums the Amount field from the won Opportunities related to each Account. Count is not a valid type of summary, as it does not calculate the total value of a numeric field. A Count type of summary allows the app builder to count the number of child records related to a parent record by a master-detail relationship. Max is not a valid type of summary, as it does not calculate the total value of a numeric field. A Max type of summary allows the app builder to display the largest value of a numeric or date field from the child records related to a parent record by a master-detail relationship. Min is not a valid type of summary, as it does not calculate the total value of a numeric field. A Min type of summary allows the app builder to display the smallest value of a numeric or date field from the child records related to a parent record by a master-detail relationship.

QUESTION 8

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

Correct Answer: A

Section:**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.

QUESTION 9

Cloud Kicks recently implemented the application lifecycle management process to its release management strategy. Which category handles bug fixes and simple changes?

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

Correct Answer: A

Section:**Explanation:****QUESTION 10**

Properly installing managed packages helps prevent conflicts with customizations made by customers and partners. What functionality should be used to set up packages?

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

Correct Answer: D

Section:**Explanation:**

The functionality that should be used to set up packages is namespace. A namespace is a unique identifier that distinguishes one package from another and prevents naming conflicts with other packages or customizations. A namespace also allows developers to expose their code or components for use by other developers through APIs or web services. A description is not a functionality that should be used to set up packages, but a text field that provides information about the package contents or purpose. A description does not prevent conflicts with other packages or customizations. Allow sharing is not a functionality that should be used to set up packages, but a setting that controls whether users can share records owned by other users within their role hierarchy. Allow sharing does not prevent conflicts with other packages or customizations. Help setting is not a functionality that should be used to set up packages, but a setting that determines whether users can access help documentation for standard Salesforce features or custom features within a package. Help setting does not prevent conflicts with other packages or customizations.

QUESTION 11

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.



Correct Answer: A

Section:

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.

QUESTION 12

Universal Containers is expecting impacts to operations due to increased demand. The executive team will be reaching out to current customers and want to see the number of open cases for the account and parent account. Which two tools could an app builder combine to display the number of open cases on the account page?

Choose 2 answers

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

Correct Answer: A, D

Section:

Explanation:

The two tools that an app builder could combine to display the number of open cases on the account page are Flow and Process Builder. Flow is a tool that allows the app builder to create a declarative automation that can query, manipulate, and display data from multiple objects. Process Builder is a tool that allows the app builder to create a trigger-based automation that can invoke a Flow when a record is created or updated. By using these two tools, the app builder can create a solution that can query the number of open cases for the account and parent account and display them on the account page using a screen element. Workflow is not a suitable tool, as it cannot query or display data from multiple objects. It can only perform actions such as field updates, email alerts, tasks, or outbound messages. Approval Process is not a suitable tool, as it is used to automate the approval of records based on certain criteria and predefined steps. It cannot query or display data from multiple objects.

QUESTION 13

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.

Correct Answer: B, C

Section:

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.

QUESTION 14

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

Correct Answer: B

Section:

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.

QUESTION 15

Universal Containers uses a custom picklist field Account Region on the account record. They want this region to be reflected on all related contact records and stay in sync if the value of this field changes on the Account. How should an app builder meet this requirement?

- A. Create a picklist field called 'Account Region' on Contact object > Create a workflow rule to update this picklist field if the Account Region field on the Account is changed.
- B. Create a formula field on the Contact object > Set the value of the formula to `ISPICKVAL(Account.Account_Region__c)`.
- C. Create a formula field on the Contact object > Set the value of the formula to `TEXT(Account.Account_Region__c)`.
- D. Create a text field called 'Account Region' on Contact object > Create a workflow rule to update this picklist field if the Account Region field on the Account is changed.

Correct Answer: C

Section:

Explanation:

Creating a formula field on the Contact object and setting the value of the formula to `TEXT(Account.Account_Region__c)` would reflect the region of the related account on the contact record and stay in sync if the value changes on the account. This is the most efficient and maintainable way to meet the requirement. Creating a workflow rule or a picklist field would require additional configuration and complexity.

QUESTION 16

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.

Correct Answer: D

Section:

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.

QUESTION 17

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

Correct Answer: B

Section:

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

QUESTION 18

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.

Correct Answer: D

Section:

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

**QUESTION 19**

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

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

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

Correct Answer: C

Section:

Explanation:

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

QUESTION 20

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

Correct Answer: D

Section:

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

QUESTION 21

Universal Containers created a 'New Task' custom action on the Opportunity object. The action was added to all page layouts in the Mobile & Lightning Actions section. Which Lightning component should the app builder add to the layout to display the action?

- A. Related record
- B. Related lists
- C. Highlights panel
- D. Activities

Correct Answer: C

Section:

Explanation:

The best Lightning component to add to the layout to display the 'New Task' custom action is Highlights panel. This component shows key information and actions for a record, such as its name, owner, and custom actions. Related record, related lists, and activities are not Lightning components that display custom actions. See [this article] for more information on Highlights panel.

QUESTION 22

Ursa Major Solar wants to provide sales console users with an Incredible experience, with the most-used components easily accessible at all times. What solution can enable reps to see and access these components from anywhere within the app without leaving the pages where the team is working?

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

Correct Answer: D

Section:

Explanation:

The best solution to enable reps to see and access the most-used components from anywhere within the app without leaving the page they are working on is Utility bar. This is a footer that can be added to any Lightning app and can contain tools such as history, notes, or softphone. Favorites, home page, and global actions are not solutions that provide access to components from anywhere within the app. See [this article] for more information on Utility bar.

QUESTION 23

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

Correct Answer: B, C, E

Section:

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 field.

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

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

QUESTION 24

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

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

Correct Answer: B

Section:

Explanation:

The record will not save and the validation rule's error message will be displayed because the field update will violate the validation rule. The validation rule will prevent the record from being saved if the Industry field is longer than 6 characters, and Technology is 10 characters long.

QUESTION 25

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

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

Correct Answer: A, D

Section:

Explanation:

The formula for creating a visual indicator flag on each case based on the case priority should use the IMAGE and CASE functions. The IMAGE function returns an image for a given URL, and the CASE function evaluates an expression and returns a value based on that expression. Option A and D use these functions correctly, while option B and C do not.

QUESTION 26

Cloud Kicks has a sales rep who is stating that their Contact is unavailable for other users to see within Salesforce.

In which three ways can an app builder troubleshoot this issue?

Choose 3 answers

- A. Create an Account Sharing Rule to give the users access to all records.
- B. Confirm whether Default Organization-Wide Sharing Settings provide access to the Account.

- C. Review the Contact record and ensure it is linked to an Account.
- D. Verify the users with the issue have access to the Contact object.
- E. Create a new Contact and have the users try again.

Correct Answer: B, C, D

Section:

Explanation:

To troubleshoot the issue of a contact being unavailable for other users to see, an app builder should check the following things:

Confirm whether Default Organization-Wide Sharing Settings provide access to the Account. This setting determines the baseline level of access that users have to each other's records.

Review the Contact record and ensure it is linked to an Account. Contacts that are not linked to an account are private and only visible to the owner and administrators.

Verify the users with the issue have access to the Contact object. Users need to have at least read permission on the Contact object to view contact records. Option A and E are not relevant for troubleshooting this issue.

QUESTION 27

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

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

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

Correct Answer: C

Section:

Explanation:

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

QUESTION 28

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

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

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

Correct Answer: A

Section:

Explanation:

To view a junction object record, a user must have at least read access to both master objects. This is because the junction object inherits the sharing and security settings from both master objects

QUESTION 29

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

Correct Answer: A, B, D

Section:

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

QUESTION 30

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.

Correct Answer: D

Section:

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

QUESTION 31

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.

Correct Answer: B

Section:

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

QUESTION 32

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

Correct Answer: A, D

Section:

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

QUESTION 33

Universal Containers has a customer base where many customers have the same or similar company names.

Which functionality should be configured to improve an end user's search experience?

Choose 2 answers

- A. Update the account search layout's view filter settings.
- B. Update the account search layouts search results columns displayed.
- C. Update the account search filter fields.
- D. Update the account search layouts accounts tab columns displayed.

Correct Answer: B, C

Section:

Explanation:

Updating the account search layouts search results columns displayed and updating the account search filter fields can improve an end user's search experience by showing more relevant information and allowing more refined filtering. The view filter settings and the accounts tab columns displayed are not related to the search functionality

QUESTION 34

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.

Correct Answer: A

Section:

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

QUESTION 35

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

- A. The template is unable to be changed after the initial save.
- B. To view the record page, users need 'View All Data' permissions for the object.
- C. A Page structure will automatically adapt to the device being used to view the record page.

D. Select a new template for each type of device users use to view the record page.

Correct Answer: C

Section:

Explanation:

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

QUESTION 36

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.

Correct Answer: B, C

Section:

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.

QUESTION 37

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

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

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

Correct Answer: C

Section:

Explanation:

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

QUESTION 38

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

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

Correct Answer: C

Section:

Explanation:

Workflows that cause each other to fire back and forth recursively can result in workflow limits errors. For example, if workflow A updates a field that triggers workflow B, and workflow B updates a field that triggers workflow A, this can create an infinite loop of workflows that exceed the maximum number of workflow time triggers per hour.

QUESTION 39

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

Correct Answer: B

Section:

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

QUESTION 40

An app builder notices several Accounts converted from Leads are missing information they expected to be caught via Account validation rules. What could be the source of this issue?

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

Correct Answer: A

Section:

Explanation:

The lead settings have an option to require validation for converted leads. If this option is unchecked, then the Account validation rules will not be enforced when a lead is converted to an Account. This could result in missing or incorrect information on the Account records

QUESTION 41

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

Correct Answer: B, C

Section:

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 layout. 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.

QUESTION 42

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

Correct Answer: A

Section:

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.

QUESTION 43

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

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

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

Correct Answer: A

Section:

Explanation:

An AppExchange solution is a pre-built application or component that can be installed from the Salesforce AppExchange, which is an online marketplace for Salesforce products. AppExchange solutions can help you meet your business needs quickly and efficiently, without requiring much development effort or expertise. You can browse and search for AppExchange solutions by category, industry, rating, price, and more.

QUESTION 44

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

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

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

Correct Answer: D



Section:

Explanation:

A flow is an application that automates a business process by collecting data and performing operations in your org or an external system. Flows can also manipulate data in your org by creating, updating, deleting, or submitting records for approval. You can use flows to update fields on related records when a certain event occurs, such as closing a work order. In this case, a flow can be used to update the last maintenance date field on the Asset record when a maintenance work order gets closed.

QUESTION 45

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

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

Correct Answer: B

Section:

Explanation:

The Account record includes Invoice roll-up summary fields. This is correct because roll-up summary fields are only available on the master object in a master-detail relationship, and changing the field type to lookup would delete the roll-up summary fields.

QUESTION 46

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 selects all related Star__c records.

Correct Answer: B

Section:

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.

QUESTION 47

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

Correct Answer: C, D

Section:

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.

QUESTION 48

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.

Correct Answer: C

Section:

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.

QUESTION 49

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

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



Correct Answer: C

Section:

Explanation:

Create mobile navigation menus for both the sales and marketing profiles. This is correct because mobile navigation menus allow users to customize the items that appear in the navigation bar of the Salesforce mobile app, and they can be assigned to different profiles.

QUESTION 50

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

Correct Answer: B

Section:

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.

QUESTION 51

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

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

Correct Answer: B, C, E

Section:

Explanation:

Disable Grant Access Using Hierarchies, Create a criteria-based Sharing Rule for the HR Department, and Remove Review Read permission from non-HR profiles. These are correct because disabling Grant Access Using Hierarchies prevents users above the record owner in the role hierarchy from viewing the Review records, creating a criteria-based Sharing Rule for the HR Department allows users in that group to view all Review records, and removing Review Read permission from non-HR profiles prevents users in other profiles from viewing any Review records.

QUESTION 52

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.



Correct Answer: B

Section:

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.

QUESTION 53

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

Correct Answer: A, C

Section:

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.

QUESTION 54

An app builder wants to add the option to 'Send New Email' from Leads, Contacts and Accounts for users on mobile. What is the benefit of using global actions to accomplish this?

- A. Global actions can be accessed anywhere actions are pages, feed and Chatter groups,
- B. Salesforce Lightning Component Library houses existing global actions prebuild for use.
- C. The global action's layout automatically clones the default page layout.
- D. Global actions are record-specific and are available when searching that particular

Correct Answer: A

Section:

Explanation:

Global actions can be accessed anywhere actions are pages, feed and Chatter groups. This is correct because global actions are not tied to a specific object, and they can be added to any page that supports actions, such as record pages, home pages, feed pages, and Chatter groups.

QUESTION 55

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.

Correct Answer: B

Section:

Explanation:

**QUESTION 56**

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.

Correct Answer: A

Section:

Explanation:

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

QUESTION 57

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

Correct Answer: C

Section:

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).

QUESTION 58

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

How should the app builder configure the Invoice Number field?

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

Correct Answer: B

Section:

Explanation:

The Invoice Number field should be a Text field and marked as a unique external ID field. This will allow the migration of invoices from an external system while maintaining their original Invoice Number. It will also ensure that each new Invoice created in Salesforce has a unique Invoice Number.

QUESTION 59

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

Correct Answer: D

Section:

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.

QUESTION 60

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)

Correct Answer: D

Section:

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.

QUESTION 61

Universal Containers (uc) want to delete data in several fields for 5000 lead records. UC export the selected record IDs and fields that need to have data deleted in a csv file. Which two steps should an app builder suggest to meet these requirements? Choose 2 answers

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

Correct Answer: C, D

Section:

Explanation:

The two steps that should be suggested to meet these requirements are to select insert null values in settings and to use Data Loader to update leads using the CSV file. Selecting insert null values in settings will allow Data Loader to overwrite existing values with null values. Data Loader is a tool that can import, export, update, or delete large amounts of data.

QUESTION 62

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.

Correct Answer: B, C

Section:

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.

QUESTION 63

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

Correct Answer: A, C

Section:

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.

QUESTION 64

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 Abound change set.
- B. Validate the inbound change set.
- C. Use a metadata package set.
- D. Validate the outbound change set.

Correct Answer: B

Section:

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.

QUESTION 65

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

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

Correct Answer: C

Section:

Explanation:

The Twitter component is a standard Lightning component that can be added to mobile view Lightning pages using the Lightning App Builder. It displays a contact's Twitter profile and recent tweets

QUESTION 66

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

Correct Answer: D

Section:

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

QUESTION 67

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)

Correct Answer: C

Section:

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.

QUESTION 68

To increase adoption, Universal Containers is proposing changes to its Salesforce data model to allow easier visibility for sales reps into key metrics. The proposal has three custom objects related to the Account object, one with a master-detail, and two that are not. Each of these objects has 15 fields they would like to summarize on the Account object.

What are two considerations for this proposal?

Choose 2 answers

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

Correct Answer: A, D

Section:

Explanation:

Roll-up summaries allow MAX, MIN, SUM, COUNT, and AVG functions on numeric fields from child records related by a master-detail relationship. Roll-up summaries are limited to master-detail relationships and cannot be used with lookup relationships. An object can have up to 40 roll-up summary fields, not 25. An object can have up to 25 relationship fields (master-detail or lookup), not 20.

QUESTION 69

What are two capabilities of Schema Builder? Choose 2 answers

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

Correct Answer: A, C

Section:**Explanation:**

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

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

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

QUESTION 70

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

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

Correct Answer: C

Section:**Explanation:**

A custom action on Account can be used to create additional accounts from a parent account record. A custom action can have predefined values for certain fields based on the parent record. A custom global action can be used to create records that do not have any relationship with other objects. A custom link on Account can be used to execute JavaScript or link to an external URL.

QUESTION 71

DreamHouse Realty wants to import its property records from an external system into Salesforce. The app builder will use an external ID field to house the property ID from the external system. Which two details should the app builder know when using external ID fields?

Choose 2 answers

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

Correct Answer: A, D

Section:**Explanation:**

An external ID field can be a number field or a text field, but not a URL field or a phone field. A URL field is used to store web addresses and a phone field is used to store phone numbers. An external ID field is used to store unique identifiers from an external system and it can be used for upsert operations

QUESTION 72

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.

Correct Answer: A

Section:

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

QUESTION 73

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

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

Correct Answer: A, B, E

Section:

Explanation:

The import wizard only allows values to be imported into a dependent picklist if they match the appropriate controlling field. This ensures data integrity and prevents invalid values from being imported. Custom picklist fields can be either controlling or dependent fields. This allows the app builder to create custom dependencies between custom picklists. Checkbox fields can be controlling fields but not dependent fields. This allows the app builder to create dependencies based on checkbox values, such as true or false. Multi-select picklist fields can be dependent picklist fields but not controlling fields. This allows the app builder to create dependencies based on multiple values selected in a multi-select picklist field. Standard and custom picklist fields can be dependent fields, but not all standard picklist fields can be controlling fields. Some standard picklist fields, such as Lead Status or Opportunity Stage, cannot be controlling fields because they are used in other processes, such as lead conversion or sales path

QUESTION 74

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

Correct Answer: B

Section:

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

QUESTION 75

Ursa Major Solar's sales team has been struggling to enter data on mobile since rollout; the team dislikes scrolling through all of the fields to input only the necessary data. How could the app builder solve this with minimal impact to desktop users?

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

Correct Answer: A

Section:

Explanation:

The best way to solve this problem is to filter components by device using Form Factor. Form Factor is an attribute that can be applied to components on a Lightning record page to control their visibility based on the device type, such as desktop, phone, or tablet. By using Form Factor, the app builder can hide some components that are not relevant for mobile users, such as charts or reports, and show only the components that are necessary for data entry, such as fields or actions. This way, the mobile users do not have to scroll through all the components and can enter data more easily. Reordering the fields may not solve the problem completely, as there may still be too many components on the page for mobile users. Updating the training documentation may not help either, as it does not address the root cause of the problem, which is the layout of the page. Deselecting the phone radio button on the Lightning record page assignment may not be desirable, as it will prevent mobile users from accessing the record page at all, which may affect their productivity and functionality.

QUESTION 76

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



Correct Answer: A, D

Section:

Explanation:

The two components that could be included on the layout to display the actions are the Highlights panel and the Path. The Highlights panel is a component that shows key information and actions for a record. It can display up to 10 actions from the Mobile & Lightning Actions section of the page layout. The Path is a component that shows the stages of a process, such as a sales process or a service process. It can display up to 5 actions from the Mobile & Lightning Actions section of the page layout. The Chatter and Activities components do not display actions from the Mobile & Lightning Actions section of the page layout. They display other types of actions, such as posting, commenting, liking, logging a call, creating a task, or sending an email.

QUESTION 77

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.

Correct Answer: A, C

Section:

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

QUESTION 78

Cloud Kicks (CK) is finding sales reps are inconsistent in data entry when deals are won. CK requires that custom shoes are shipped within two weeks after the close date. A custom field called Scheduled Ship Date on the opportunity records the ship date. How should the app builder ensure this field is properly filled out before setting the opportunity to closed won?

- A. `OR(ISPICKVAL(StageName , 'Closed Won') && (Scheduled_Ship_Date_c - CloseDate) > 14, ISBLANK(Scheduled_Ship_Date_c))`
- B. `OR(ISPICKVAL(StageName = 'Closed Won') && (Scheduled_Ship_Date__c - CloseDate) > 14, ISBLANK(Scheduled_Ship_Date__c))`
- C. `ISPICKVAL(StageName , 'Closed Won') && (Scheduled_Ship_Date_c - CloseDate) > 14`
- D. `ISPICKVAL(StageName = CloseDate) > 14,losed Won') && (CloseDateScheduled_Ship_Date_c) > 14`

Correct Answer: A

Section:

Explanation:

The correct validation rule formula to ensure that the Scheduled Ship Date field is properly filled out before setting the Opportunity to Closed Won is:

`OR(ISPICKVAL(StageName , "Closed Won") && (Scheduled_Ship_Date_c - CloseDate) > 14, ISBLANK(Scheduled_Ship_Date_c))`

This formula checks two conditions: if the StageName is Closed Won and the Scheduled Ship Date is more than 14 days after the Close Date, or if the Scheduled Ship Date is blank. If either condition is true, the validation rule will fire and prevent saving the record. The other formulas are incorrect because they either use incorrect syntax (such as "=" instead of ",", or missing parentheses) or incorrect logic (such as checking if the Scheduled Ship Date is less than 14 days after the Close Date)

QUESTION 79

Universal Containers wants to understand return on investment for the latest advertising buy. They currently use a private security model for all objects. What should an app builder recommend?

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

Correct Answer: B

Section:

Explanation:

The app builder should recommend configuring Campaign Hierarchies and Campaign statistics to understand return on investment for the latest advertising buy. Campaign Hierarchies allow users to organize campaigns into parent-child relationships based on common goals or themes, such as product lines or marketing channels. Campaign statistics allow users to track and measure key metrics for campaigns and campaign hierarchies, such as budgeted cost, actual cost, expected revenue, number of leads, number of contacts, etc. By using these features, users can calculate return on investment for each campaign and campaign hierarchy by comparing actual cost and expected revenue. Utilizing Account Hierarchies and Roll-Up Summary fields is not a valid recommendation, as it does not relate to campaigns or advertising buys. Account Hierarchies allow users to organize accounts into parent-child relationships based on business structure or affiliation, such as subsidiaries or partners. Roll-Up Summary fields allow users to aggregate numeric values from child records related to a parent record by a master-detail relationship. Running an opportunities pipeline report is not a valid recommendation, as it does not provide information about campaigns or advertising buys. An opportunities pipeline report shows the stages and amounts of opportunities in the sales process, such as prospecting, qualification, negotiation, etc. Changing to a public security model is not a valid recommendation, as it does not affect the ability to track and measure campaigns or advertising buys. A public security model is a type of organization-wide default that determines the baseline level of access that users have to records they do not own. A public security model grants all users read or read/write access to all records, regardless of ownership.

QUESTION 80

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

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

Choose 2 answers

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

Correct Answer: A, D

Section:

Explanation:

The two actions that an app builder should take to meet the requirements are: Implement a sharing rule. A sharing rule is a way to grant additional access to records based on certain criteria, such as record owner, role, profile, or field value. The app builder can create a sharing rule that grants read access to all accounts with the VIP Account field value to all users. This way, all users can view these accounts, but only the owners can edit them. Change organization-wide defaults. Organization-wide defaults are the baseline level of access that users have to records they do not own. The app builder can change the organization-wide default for accounts from Public Read Only to Private. This way, only the owners can view and edit their own accounts, unless additional access is granted by other means, such as sharing rules. Configuring a permission set is not a valid action, as it does not affect record-level access. A permission set is a way to grant additional permissions and access settings to users on top of their profile settings, such as object permissions, field permissions, app permissions, etc. Setting up an Account Team is not a valid action, as it does not restrict record-level access. An Account Team is a way to share an account and its related records with a group of users who work together on the account, such as sales reps, managers, or support agents. An Account Team grants additional access to team members based on predefined roles and access levels.

QUESTION 81

Universal Container wants customers to be able to open cases from a public-facing website. What should the app builder use to enable visitors to the website?

- A. Outbound message
- B. Web-to-case
- C. Screen flow
- D. Email-to-case



Correct Answer: B

Section:

Explanation:

The app builder should use Web-to-Case to enable visitors to the website to open cases. Web-to-Case is a feature that allows users to create an HTML form that can be embedded into a public-facing website. When visitors fill out and submit the form, a new case is automatically created in Salesforce with the information from the form fields. Web-to-Case can also assign cases to queues or users based on predefined rules and criteria. Outbound message is not a valid tool, as it does not enable visitors to open cases. An outbound message is a type of workflow action that sends a secure XML message to a designated endpoint URL when a record meets certain criteria. An outbound message can be used to integrate Salesforce with external systems or applications. Screen flow is not a valid tool, as it does not enable visitors to open cases from a public-facing website. A screen flow is a type of flow that allows users to create an interactive guided process that can collect, display, and update data from multiple objects within Salesforce. A screen flow can be embedded into Lightning pages or Visualforce pages, but it cannot be exposed to unauthenticated users on a public website. Email-to-Case is not a valid tool, as it does not enable visitors to open cases from a website. Email-to-Case is a feature that allows users to create cases from email messages sent to a specific email address. Email-to-Case can also capture email attachments and thread information and associate them with the case.

QUESTION 82

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

Choose 2 answers.

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

Correct Answer: A, B

Section:

Explanation:

To import opportunities with the proper country currency, the app builder needs to include the currency ISO code in all currency fields in the import file, and use Data Loader to import the records. Data Loader supports importing multiple currencies, while Import Wizard does not. The currency ISO code column in the import file specifies the currency for each record

QUESTION 83

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.

Correct Answer: C

Section:

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

QUESTION 84

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.

Correct Answer: A, D

Section:

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

QUESTION 85

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

Correct Answer: B

Section:

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

QUESTION 86

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

Correct Answer: B

Section:

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

QUESTION 87

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

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



Correct Answer: C, D

Section:

Explanation:

All data should be backed up before converting a text field to a picklist, as some data may be lost or truncated during the conversion. Changing a field type will remove existing field history, as the history tracking values are not converted

QUESTION 88

Cloud Kicks wants to set up a new opportunity approval process and execute various action items based on the initial submission.

Which three action types should an app builder use in the approval process?

Choose 3 answers

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

Correct Answer: A, C, D

Section:

Explanation:

Email alert, task, and invocable flow are three action types that can be used in an approval process. Email alert can send an email message to one or more recipients. Task can assign a task to a user or queue. Invocable flow

can launch a flow that performs complex logic and actions

QUESTION 89

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

Correct Answer: B, D

Section:

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

QUESTION 90

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

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

Choose 2 answers

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

Correct Answer: A, D

Section:

Explanation:

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

QUESTION 91

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.

Correct Answer: C

Section:

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.

QUESTION 92

Cloud Kicks wants to make sure that users without the Marketing role are unable to update the Contact Retail Opt In picklist field to Yes. What validation rule would an app builder use to prevent other users from making this update?

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

Correct Answer: A

Section:

Explanation:

The validation rule should check if the user role is not Marketing, and if the Retail Opt In field has been changed to Yes. The ISCHANGED function returns true if the field value has been changed, and the ISPICKVAL function returns true if the field value matches a specified picklist value.

QUESTION 93

Universal Containers uses the Asset object to track products that are installed at customer locations. A new object, Asset Inventory, has been created to capture details about the asset. Which approach should the app builder take to show Asset Inventory as a related list on Asset?

- A. Create a roll-up on Asset. Add the Asset Inventory related list to the Asset page layout.
- B. Create a junction object to relate Asset Inventory and Asset. Add the Asset Inventory related list to the Asset page layout.
- C. Create a lookup relationship on Asset Inventory to Asset. Add the Asset Inventory related list to the Asset page layout.
- D. Create a master-detail relationship on Asset-to-Asset Inventory. Add the Asset Inventory related list to the Asset page layout.

Correct Answer: C

Section:

Explanation:

The best way to show Asset Inventory as a related list on Asset is to create a lookup relationship on Asset Inventory to Asset. This will allow one-to-many relationship between Asset and Asset Inventory, and display the related records on the Asset page layout.

QUESTION 94

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.

Correct Answer: A, C

Section:

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.

QUESTION 95

Ann app builder has been to display an overdue date that is two months after a tasks due date. Which approach should the app builder take?

- A. Use process builder and set overdue date equal to Due Date + ((365/12)*2)
- B. Create a formula field using Due Date + 60
- C. Use process builder and set overdue Date equal to Due Date + 60
- D. Create a formula field using the ADDMONTHS () function

Correct Answer: D

Section:

Explanation:

The best way to calculate an overdue date that is two months after a task due date is to use a formula field with the ADDMONTHS() function. This function adds a specified number of months to a date value, and returns a new date value. See [this article] for more information on formula fields.

QUESTION 96

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

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

Correct Answer: A

Section:

Explanation:

The best feature to use to ensure consistent case priority entry is Path. Path allows users to see key fields and guidance for each stage of a process, such as a case lifecycle. Path can also enforce data quality by making certain fields required at each stage. See [this article] for more information on Path.

QUESTION 97

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

Correct Answer: A

Section:

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.

QUESTION 98

Universal Containers has Public Read/Write as the Account organization-wide default (OWD) setting. Visitors to the customer community site report that they can see all of the company's account records. How should an app builder configure Account sharing so that community users only see their own Account?

- A. Create an account record type for external accounts.

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

Correct Answer: D

Section:

Explanation:

The best way to configure Account sharing so that community users only see their own Account is to set the account external OWD to private. This will restrict the access to Account records for external users based on the sharing rules and criteria. Creating an account record type, defining an owner-based sharing rule, or defining a permission set will not prevent community users from seeing other accounts.

QUESTION 99

The marketing team at UVC has a list of 400 leads it wants to upload to Salesforce. The team need to avoid creating duplicate records. Which two actions should be taken to meet this requirement? Choose 2 answers

- A. Utilize a Lead Matching Rule and corresponding Duplicate Rule to block newly created duplicate leads.
- B. Upload the lead list using the import wizard and select a Matching type to prevent duplicate lead creation.
- C. Use Data Loader's update function to import lead and match to existing records based on e-mail address.
- D. Enable Duplicate Matching in the Data Management section in Setup and activate the Lead-to_Lead scenario.

Correct Answer: A, B

Section:

Explanation:

The best actions to take to avoid creating duplicate leads when uploading a list of 400 leads are to utilize a Lead Matching Rule and corresponding Duplicate Rule to block newly created duplicate leads, and to upload the lead list using the import wizard and select a Matching type to prevent duplicate lead creation. The Lead Matching Rule defines the criteria for identifying duplicate leads, and the Duplicate Rule defines the actions to take when a duplicate is detected. The import wizard allows users to choose a Matching type based on the Lead Matching Rule and block or allow duplicates. Using Data Loader's update function or enabling Duplicate Matching in the Data Management section will not prevent duplicate lead creation.

QUESTION 100

Universal Containers has a Lightning record page that supports both the mobile app and desktop. An app builder has downloaded a custom Lightning component from AppExchange, but users are unable to view the component on mobile devices.

What can be the issue?

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

Correct Answer: B

Section:

Explanation:

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

QUESTION 101

A sales manager at Cloud Kicks wants the team to spend more time in the field and less time manually entering the information found on the business cards they collect.

What should an app builder do to help achieve this goal without sacrificing data quality?

- A. Research and evaluate data enrichment products on the AppExchange to automate data entry.
- B. Post daily to the Chatter feed any relevant fields that need to be populated.

- C. Use Flow to create a data entry wizard to automate data entry.
- D. Use a combination of workflow rules and formula fields to populate key fields for the sales user.

Correct Answer: A

Section:

Explanation:

The best way to help the sales manager achieve their goal of reducing manual data entry from business cards is to research and evaluate data enrichment products on the AppExchange that can automate data entry. Data enrichment products can scan business cards, extract relevant information, and populate fields in Salesforce records. This can save time, improve data quality, and enhance productivity. Option B, C, and D are not effective solutions for this goal.

QUESTION 102

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

Correct Answer: B, D

Section:

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.

QUESTION 103

Universal Containers uses a custom picklist called Account_Region__c on the Account object. The vice president of sales has asked that the value of this field is visible on Opportunities. How should an app builder create this solution?

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

Correct Answer: D

Section:

Explanation:

A cross-object formula field is a formula field that references fields from another object. This can be used to display the value of the Account_Region__c field on Opportunities, as long as there is a relationship between the two objects. Option A, B, and C are not relevant for this requirement.

QUESTION 104

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

Correct Answer: A

Section:

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.

QUESTION 105

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

Correct Answer: A, D

Section:

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.

QUESTION 106

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

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

- A. 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.

Correct Answer: D

Section:

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.

QUESTION 107

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

Correct Answer: A

Section:

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.

QUESTION 108

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

Which feature would an app builder use?

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

Correct Answer: B

Section:

Explanation:

The app builder should use a global picklist value set to share the list of values for the Status field across each object. A global picklist value set is a set of values that can be used by multiple picklist fields on different objects. This can ensure data consistency and reduce maintenance efforts. Option A, C, and D are not features that can share picklist values across objects.

QUESTION 109

Universal Containers uses a private sharing model on Accounts. User A and user B both own Accounts of their own and have both been sent a new account record in an email owned by user C to take a look at. User A is able to open and view the record but user B receives an insufficient privileges error. User A and user B have the same role in the role hierarchy as user.

What are the three reasons user A has access but user B is unable to access the record? Choose 3 answers

- A. User A is on the same account team as user C.
- B. User A and user B have different profiles.
- C. User C has manually shared the record with user A.
- D. User A was granted an additional permission set.
- E. User A is in a public group that has access via a sharing rule.

Correct Answer: A, C, E

Section:

Explanation:

The three reasons user A has access but user B is unable to access the record are:

User A is on the same account team as user C. Account teams are groups of users who work together on an account. Users who are on an account team can have access to the account and related records owned by other team members.

User C has manually shared the record with user A. Manual sharing is a way of granting access to individual users or groups by the record owner or someone above them in the role hierarchy.

User A is in a public group that has access via a sharing rule. Public groups are groups of users who can be used to share data or assign permissions. Sharing rules are automatic rules that grant access to groups of users based on certain criteria. Option B and D are not reasons for user A's access.

QUESTION 110

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

Correct Answer: C, D

Section:

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.

QUESTION 111

Universal Containers require different fields to be filled out at each stage of the Opportunity sales process.

What configuration steps can an app builder use to meet this requirement?

- A. Set page layout required fields based on the current stage.
- B. Create a Process Builder to prompt the User for field information.
- C. Define record types and page layouts for each stage.
- D. Add the Path component to the Lightning record page.

Correct Answer: D

Section:

Explanation:

The app builder should use the Path component to meet the requirement of tracking different fields at each stage of the Opportunity sales process. The Path component is a Lightning component that displays the key fields and guidance for each stage of a standard or custom picklist field, such as the Opportunity Stage field. The app builder can configure the Path component to show the fields that need to be filled out and provide recommendations and sales strategies for each stage³. Option A, B, and C are not configuration steps that can meet this requirement.

QUESTION 112

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))

Correct Answer: C

Section:

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.

QUESTION 113

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

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

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

Correct Answer: A

Section:

Explanation:

The app builder should recommend utilizing the manage assignments button to assign a permission set group and additional individual permission sets to each user. This way, the app builder can assign the five consistent permission sets to all users in one permission set group, and then assign additional permission sets to higher-level staff as needed. Option B is incorrect because it will not account for the varying levels of support staff and their different permission sets. Option C is incorrect because the Data Import Wizard cannot be used to assign permission sets or permission set groups to users. Option D is incorrect because the Data Loader cannot be used to assign permission set groups to users.

QUESTION 114

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

Correct Answer: D

Section:

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.

QUESTION 115

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

What would happen to any existing information if the app builder tries to convert a preexisting long text area field to text area?

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

Correct Answer: A

Section:

Explanation:

If the app builder tries to convert a preexisting long text area field to text area, preexisting information will truncate to the first 255 characters. This means that any information beyond 255 characters will be lost. Option B is incorrect because preexisting information will not remain if it was over 255 characters. Option C is incorrect because preexisting information will not cause an error message to pop up. Option D is incorrect because preexisting information in the field will not be completely lost, only truncated.



QUESTION 116

On the Account Lightning record page, users need to see ten fields and the ability to sort and wrap text on their Related Lists. What Related List type would the app builder select for the Related List Lightning component?

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

Correct Answer: A

Section:

Explanation:

The app builder should select Enhanced List for the Related List type for the Related List Lightning component. Enhanced List allows users to see ten fields and sort and wrap text on their Related Lists. Option B is incorrect because Basic List only allows users to see four fields and does not support sorting or wrapping text on their Related Lists. Option C is incorrect because ListView does not show Related Lists on record pages, but rather shows list views on object home pages or tabs. Option D is incorrect because List Class is not a valid Related List type.

QUESTION 117

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

Correct Answer: B

Section:

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.

QUESTION 118

An App Builder is loading the data into Salesforce. To link the new records back to the legacy system, a field will be used to track the legacy ID on the account object. For future data loads this ID will be used when upserting records. Which field attribute should be selected? Choose 2 answers

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

Correct Answer: A, C

Section:

Explanation:

The field attribute that should be selected are Unique and External ID. Unique means that the field will not allow duplicate values. External ID means that the field can be used as a foreign key for data imports and upserts. Option B is incorrect because Required means that the field must have a value and cannot be left blank, which is not necessary for this requirement. Option D is incorrect because Text (encrypted) means that the field will



store sensitive data in an encrypted format, which is not necessary for this requirement.

QUESTION 119

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

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

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

Correct Answer: A, C

Section:

Explanation:

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

QUESTION 120

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

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

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

Correct Answer: A

Section:

Explanation:

The solution that the app builder should use to meet DreamHouse Realty's needs is Master-Detail Child Object. A master-detail relationship can be used to create a parent-child relationship between two objects, where the child records inherit the sharing and security settings of their parent record. The app builder can create a roll-up summary field on the parent object to calculate the highest value of all child records. Option B is incorrect because Text Area (Long) is a field type that allows users to enter up to 131,072 characters on one line, which is not suitable for this requirement. Option C is incorrect because Multi-select Picklist is a field type that allows users to select multiple values from a predefined list, which is not suitable for this requirement. Option D is incorrect because Lookup Object is not a valid term, but rather Lookup Relationship, which is a type of relationship that links two objects together, but does not support roll-up summary fields.

QUESTION 121

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

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

Correct Answer: B, C, D

Section:**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.

QUESTION 122

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

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

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

Correct Answer: D

Section:**Explanation:**

The best practice that the app builder should follow when building out automation is one record change process per object. A record change process is a type of process in Process Builder that starts when a record is created or updated. Having one record change process per object can avoid conflicts or errors when multiple processes try to update the same record at the same time. Option A is incorrect because one workflow rule per object is not a best practice, as workflow rules are considered legacy tools and have limitations compared to Process Builder. Option B is incorrect because one flow per object is not a best practice, as flows are more complex and require more resources than processes. Option C is incorrect because one invocable process per object is not a best practice, as invocable processes are used to invoke other processes from within a process or a flow.

QUESTION 123

Cloud Kicks has three types of customer support processes: Platinum, Diamond, and Bronze. The app builder created separate record types for each process on the Case object. The customer support team should be unable to create new cases with the Bronze record type.

How should this requirement be met?

- A. Update the organization-wide defaults to private for Case.
- B. Update the support team profile to remove the Bronze record type.
- C. Create permission set group for Case that includes Platinum and Diamond record types.
- D. Make the record type hidden to support users; update sharing roles to private.

Correct Answer: B

Section:**Explanation:**

The solution that should meet this requirement is updating the support team profile to remove the Bronze record type. This way, the support team users will not be able to create new cases with the Bronze record type, as it will not appear in their record type selection list. Option A is incorrect because updating the organization-wide defaults to private for Case does not affect the record type availability, but rather the record access level. Option C is incorrect because creating permission set group for Case that includes Platinum and Diamond record types does not prevent the support team users from creating new cases with the Bronze record type, as they may still have access to it through their profile. Option D is incorrect because making the record type hidden to support users and updating sharing roles to private does not prevent the support team users from creating new cases with the Bronze record type, as they may still have access to it through their profile.

QUESTION 124

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

Correct Answer: A

Section:

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.

QUESTION 125

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

Correct Answer: A

Section:

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.

QUESTION 126

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

Correct Answer: C

Section:

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.

QUESTION 127

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

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

Correct Answer: A

Section:

Explanation:

The recommended solution to grant the customer service agent access to the field is creating a permission set that allows read-only access to the field via Field Level Security and assigning it to the agent. A permission set is a collection of settings and permissions that give users access to various tools and functions. Field Level Security (FLS) is a setting that controls the access level of fields for different profiles or permission sets. The app builder can create a permission set that grants read-only access to the custom field on the account object via FLS and assign it to the agent. Option B is incorrect because creating a new profile to allow for read-only access to the field via FLS and assigning it to the agent is not recommended, as profiles are used to define the baseline permissions and settings for a group of users, and creating multiple profiles for individual users can be hard to maintain. Option C is incorrect because updating the Customer Service Profile already assigned to the agent to allow for read-only access to the field via FLS is not recommended, as this will affect all users who have the same profile, which may violate the security policy. Option D is incorrect because updating the custom field's FLS in setup to allow the agent read-only access to the field is not possible, as FLS can only be set at the profile or permission set level, not at the user level.

QUESTION 128

Cloud Kicks (CK) wants to simultaneously delete a Supplier's record and all Supplier Item__c records if a partnership ends with a supplier. What solution could an app builder use to meet the requirement?

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



Correct Answer: D

Section:

Explanation:

The solution that an app builder should use to meet this requirement is master-detail relationship. A master-detail relationship is a type of relationship that creates a parent-child relationship between two objects, where the child records inherit the sharing and security settings of their parent record. The app builder can create a master-detail relationship between Supplier__c and SupplierItem__c objects, where Supplier__c is the parent object and SupplierItem__c is the child object. This way, when a Supplier__c record is deleted, all related SupplierItem__c records are also deleted automatically. Option A is incorrect because many-to-many relationship is not suitable for this requirement, as many-to-many relationship allows two objects to be linked in both directions through a junction object, but does not support cascading delete. Option B is incorrect because indirect lookup relationship is not suitable for this requirement, as indirect lookup relationship allows an external object to link with another object using an external ID field, but does not support cascading delete. Option C is incorrect because hierarchical relationship is not suitable for this requirement, as hierarchical relationship allows users to use a lookup field that links an object with itself, but does not support cascading delete.

QUESTION 129

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

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

Correct Answer: C

Section:

Explanation:

The full sandbox should be refreshed after each major release to production. This way, the full sandbox will have the most updated data and metadata from the production org, and can be used for final load and regression testing before the next release. Option A is incorrect because refreshing the full sandbox after user acceptance testing is complete is not necessary, as user acceptance testing can be done in the partial data sandbox or the production org. Option B is incorrect because refreshing the full sandbox after each push from the partial data sandbox is not necessary, as the full sandbox can receive configuration and code changes from the partial data sandbox without refreshing. Option D is incorrect because refreshing the full sandbox after a new user is added to production is not necessary, as adding a new user does not affect the data and metadata in the full sandbox.

QUESTION 130

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

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

Correct Answer: D

Section:

Explanation:

The solution that an app builder should use to meet this requirement is creating a custom report type with converted leads as the primary object. A custom report type is a template that defines the objects and fields that are available for a report. The app builder can create a custom report type that has converted leads as the primary object and includes fields from related objects, such as accounts, contacts, and opportunities. This way, sales reps can create reports on converted leads and see their related information. Option A is incorrect because enabling preserve lead status in the lead conversion settings does not affect the reporting on converted leads, but rather allows users to retain the original lead status after conversion. Option B is incorrect because assigning the representative view and edit converted leads permission does not affect the reporting on converted leads, but rather allows users to view and edit converted lead records. Option C is incorrect because ensuring the representative has read access to the original lead records does not affect the reporting on converted leads, but rather allows users to view the original lead records.

QUESTION 131

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

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

Choose 2 answers

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

Correct Answer: A, D

Section:

Explanation:

Removing the Delete permission from the Shipper profile and using a permission set to remove the Delete permission are both valid ways to prevent users from deleting delivery records. Removing the delete button from the Delivery page layout will not prevent users from deleting records using other methods, such as list views or reports. Changing the organization-wide default of deliveries to Private will not affect the delete permission, but only the sharing settings.

QUESTION 132

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

What Chatter feature should the app builder utilize?

- A. Thanks

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

Correct Answer: D

Section:

Explanation:

Feed Tracking is the Chatter feature that allows field value changes for certain fields to show up on Chatter. Thanks, Publisher Actions, and Topics are other Chatter features, but they do not relate to field value changes.

QUESTION 133

Universal containers wants to ensure that they are accepting clean data from their users and verify that important fields are entered. What should an app builder recommend to meet this requirement?

- A. Update the important fields to be required on the page layout
- B. Make a formula field to check the format of the important fields
- C. Create a workflow rule to check the fields are formatted correctly
- D. Configure a validation to require a field for a specific record type

Correct Answer: D

Section:

Explanation:

Configuring a validation rule to require a field for a specific record type is the best way to ensure that important fields are entered and formatted correctly. Updating the important fields to be required on the page layout will not prevent users from entering invalid data using other methods, such as data loader or quick actions. Making a formula field to check the format of the important fields will not prevent users from entering invalid data, but only display a message or an indicator. Creating a workflow rule to check the fields are formatted correctly will not prevent users from entering invalid data, but only trigger an action after the data is saved.

QUESTION 134

An app builder wants to create a custom Sync button on Account that will call a Lightning Web Component that connects with an external system. This action should only be available if the custom Status field is set to Ready to Sync.

What should an app builder use to add this functionality to an Account record page?

- A. Formula field
- B. Dynamic action
- C. AppExchange product
- D. Custom link

Correct Answer: B

Section:

Explanation:

Dynamic actions are a new feature that allow app builders to create custom buttons or actions that can call Lightning Web Components and display them conditionally based on field values or other criteria. Formula fields, AppExchange products, and custom links are not able to call Lightning Web Components.

QUESTION 135

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

From which two resources should an app builder get custom components to bring into the new Lightning app?

Choose 2 answers

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

D. Visualforce

Correct Answer: A, B

Section:

Explanation:

AppExchange and Apex Code are two resources that can provide custom components for a Lightning app. AppExchange is a marketplace where developers can publish and sell their custom components or apps. Apex Code is a programming language that can be used to create custom components or logic for a Lightning app. Import Wizard and Visualforce are not resources for custom components, but tools for data import and web page development respectively.

QUESTION 136

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

What would happen to any existing information if the app builder tries to convert a preexisting long text area field to text area?

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

Correct Answer: C

Section:

Explanation:

Preexisting information will remain even if it was over 255 characters if the app builder tries to convert a preexisting long text area field to text area. However, users will not be able to edit or save records with more than 255 characters in that field until they reduce the number of characters. Preexisting information will not truncate, be lost, or cause an error message.

QUESTION 137

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.

Correct Answer: A

Section:

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.

QUESTION 138

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

- A. Hierarchy field

- B. Role
- C. Public group
- D. Queue

Correct Answer: C

Section:

Explanation:

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

QUESTION 139

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

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

Correct Answer: C

Section:

Explanation:

Sharing the dashboard folder with roles and subordinates of the US Sales Director and sharing the report folder with the role of US Sales Director will ensure that only the US sales directors can see the data in the component and view its source report, while all US sales reps can view the US Team dashboard. Making the US Sales Director the running user will show only his or her data in the component, not the whole team's data. Making the dashboard dynamic will show different data depending on who is viewing it, not based on their role. Sharing the dashboard with the public group US Sales Reps and sharing the dashboard source reports folder with the US Sales Director profile will not prevent other profiles from accessing the reports if they have access to the report folder.

QUESTION 140

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

Correct Answer: B

Section:

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.

QUESTION 141

A new app builder on the Cloud Kicks team is getting familiar with relationships in the data model. What functionality would present the app builder a comprehensive view of all relationships in one place?

- A. Schema Builder

- B. Lightning Object Creator
- C. Object Manager
- D. Lightning Record Page

Correct Answer: A

Section:

Explanation:

Schema Builder is a tool that presents a comprehensive view of all relationships in one place. It allows app builders to see how objects are connected and create new relationships. Lightning Object Creator, Object Manager, and Lightning Record Page are not tools for viewing relationships, but for creating objects, managing fields, and customizing record pages respectively.

QUESTION 142

An app builder wants to create a new field using Schema Builder. Who will get access to the new field by default?

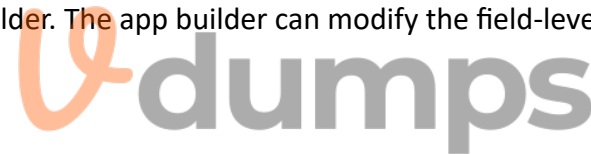
- A. Standard profiles
- B. No profiles
- C. Internal profiles
- D. All profiles

Correct Answer: D

Section:

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.



QUESTION 143

DreamHouse Realty (DHR) recently acquired Cloud Kicks (CK), a company that is still on Salesforce Classic. DHR is keeping the CK Salesforce org; however, it will migrate this org to Lightning Experience. Where should the app builder find prebuilt resources to help with this project and overall adoption?

- A. Import Wizard
- B. Lightning Object Creator
- C. AppExchange
- D. Flow Builder

Correct Answer: C

Section:

Explanation:

AppExchange is a marketplace where app builders can find prebuilt resources to help with migration and adoption projects. AppExchange offers apps, components, solutions, and consulting services that can assist with moving from Classic to Lightning Experience. Import Wizard, Lightning Object Creator, and Flow Builder are not sources of prebuilt resources, but tools for data import, object creation, and automation respectively.

QUESTION 144

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.

Correct Answer: A

Section:

Explanation:

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

QUESTION 145

Northern Trail Outfitters has two custom objects that are part of a master-detail relationship.

What determines the ownership and sharing access of the detail record?

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

Correct Answer: C

Section:

Explanation:

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

QUESTION 146

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

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

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

Correct Answer: B

Section:

Explanation:

Historical data will be updated to 12:00 timestamp when changing a Date field to Date/Time field. According to theSalesforce documentation, "When you convert a Date field to Date/Time, Salesforce appends "12:00" to existing data in your records." The change will not be instant, but will require some time for processing. The field name will not change unless specified by the app builder. Data loss will not be experienced, but data accuracy might be affected.

QUESTION 147

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

Why did the package fail to install?

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

- C. Object limits exceeded
- D. Apex unit test failures

Correct Answer: D

Section:

Explanation:

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

QUESTION 148

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

Correct Answer: A

Section:

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 theSalesforce 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.

QUESTION 149

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

Correct Answer: D

Section:

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 theSalesforce 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.

QUESTION 150

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()

Correct Answer: B

Section:

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 theSalesforce 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.

QUESTION 151

Sales Managers want to be automatically notified any time there is a change to an Opportunity Close Date and want these changes to be tracked on the Opportunity.

Which two configurations should an app builder recommend?

Choose 2 answers

- A. Create an Opportunity outbound message.
- B. Use Process Builder on Opportunities and a Chatter post action.
- C. Activate Historical Trending for Opportunities.
- D. Enable Feed Tracking on Opportunities.

Correct Answer: B, D

Section:

Explanation:

Using Process Builder on Opportunities and a Chatter post action, and enabling Feed Tracking on Opportunities are two configurations that an app builder can recommend to meet the requirement of notifying and tracking changes to an Opportunity Close Date. Process Builder can create a process that triggers a Chatter post action when the Close Date field is changed on an Opportunity. Feed Tracking can enable tracking of field history for the Close Date field on the Opportunity feed. Creating an Opportunity outbound message and activating Historical Trending for Opportunities are not valid configurations for this requirement.

QUESTION 152

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

What should the app builder do?

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

Correct Answer: B

Section:

Explanation:

Moving the reports from the Unfiled Public Reports folder and adding them to a new change set is what the app builder should do to deploy the reports to production. According to theSalesforce documentation, "Reports in the Unfiled Public Reports folder aren't available for deployment." Moving the reports to the Untried Public Reports folder, recreating the reports in production, and adding the reports to an unmanaged package are not necessary or recommended actions.

QUESTION 153

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

What could cause this?

- A. Groups is available in the recent section of the navigation menu.
- B. Groups is included m the Smart Search items butunavailable on the navigation menu.

- C. Groups is unavailable in the selected list for the navigation menu.
- D. Groups is available in the Chatter section of the navigation menu.

Correct Answer: D

Section:

Explanation:

Groups is available in the Chatter section of the navigation menu, not in the selected list for the navigation menu. According to theSalesforce documentation, "Groups appear in Chatter, not in Navigation Menu." Groups is not available in the recent section of the navigation menu, nor is it included in the Smart Search items but unavailable on the navigation menu. Groups is unavailable in the selected list for the navigation menu.

QUESTION 154

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)))

Correct Answer: A

Section:

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.