Salesforce

Exam Questions Platform-App-Builder

Salesforce Certified Platform App Builder (SP19)

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NEW QUESTION 1
AtUniversal Containers, the Account object has a Master-Detail relationship with an Invoice custom object. The App Builder would like to change to a lookup field, but is not able to do so. What could be causing this?

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

Answer: B

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

Answer: D

NEW QUESTION 3
After universal containers converted qualified leads. Sales reps need to be able to report on converted leads. How should an app builder support for this requirement ?

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

Answer: A

NEW QUESTION 4
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 areunable 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 supportmobile devices.

Answer: B

NEW QUESTION 5
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. Updatethe training documentation with better screenshots.
D. Deselect the phone radio button on the Lightning record page assignment.

Answer: B

NEW QUESTION 6
DreamHouse Realty (DR) employees started using company-owned airplanes for work travel after Ursa Major Solar was acquired. DR executives want to automate thesubmission travel request forms to enforce the Internal policy.
How should an app builder automate travel requests based on these criteria?

A. Process Builder
B. Workflow rule
C. Approval process
D. Apex

Answer: C

NEW QUESTION 7
Universal Containers would like to collaborate with its customers within Salesforce, and has decided to enable the "Allow Customer Invitations" Chatter setting.
What permission is granted to Customers when invited to ChatterGroup?

A. The ability to invite members to groups of which they are a member
B. The ability to @mention accounts of which they are a contact.
C. The ability to request access to public groups

D. The ability to interact with members of their groups

Answer: D

NEW QUESTION 8
A Service Coordinator (SC) for Ursa Major Solar (UMS) does a final review of work orders owned by a technician for a specific region before the records are submitted for an invoice. Beforeclosing out the work order, the SC needs to modify data or remove attachments that were added by mistake. The SC also needs access to any other related records owned by the technician.
What solution would provide the required access, given a private data model?

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

Answer: B

NEW QUESTION 9
Universal Containers utilizes opportunities and a custom object called Detaited.Sales__c. The company would like to roll sales metrics up to an opportunity for only Detailed.Sales__c records that have their picklist status set to Active.
What is the recommended method for the app bunder to achieve this request?

A. Utilize the AppExchange to download a third-party application that can roH up the sales dollars with the appropriate filter.
B. Create a master-detail relationship between the parent and child object with a roll-up summary field that fitters on the status held.
C. Create a lookup relationship between the parent and child object with a roll-up summary held that filters on the status field.
D. Utilize Apex code to roll up the desired amounts.

Answer: B

NEW QUESTION 10
Universal Containers wants to display the real-time stock price for each Account on the Account record page. How should an app builder implement this request?

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

Answer: B

NEW QUESTION 10
Universal Containersuses a custom object called Reviews to capture information generated by interviewers during the candidate process. The Review records are visible to any user that has access to the related custom Candidate record. The VP of Human Resources wants the comment field on the Review to be private to anyone outside of the MR department
How should the app builder meet thts requirement?

A. Create a page layout with the field and use field-level security to hide the field from all other users.
B. Create an Apex sharing rule to share the field with users that have "MR'' in their role.
C. Create a sharing rule to share the field with the VP of HR with Role and Subordinates.
D. Create a page layout with the field for HR users and another page layout without the field forall other users.

Answer: A

NEW QUESTION 12
Universal Containers has a custom picklist called Support Level on the Account object. They would like to show the real-time value of Support Level on all case records.
How should an app builder implement this requirement?

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

Answer: C

NEW QUESTION 17
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 Deletepermission.

Answer: AC

NEW QUESTION 22
Cloud Kicks (CK) wants to track orders against inventory, ensuring its ability to fulfill order requests. CK created a junction object called Request Inventory to enable many-to-many relationships with the Inventory and Order objects.
What does the app builder need to provide to ensure users can view Request Inventory records?

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

Answer: A

NEW QUESTION 24
Which two places can an app builder go to see a list of available Custom Lightning components in their org? Choose 2 answers

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

Answer: CD

NEW QUESTION 29
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($UserRole.Name != 'Marketing',ISCHANGED(Retail_Opt_In__c), ISPICKVAL(Retail_0pt_In_c,"Yes"))
B. AND($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")

Answer: A

NEW QUESTION 32
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 objectsrelated 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.

Answer: AC

NEW QUESTION 33
Ursa Major Solar (UMS) uses a public sharing model for accounts. UMS would like to move to a more restrictive sharing model but wants the Sales team to continue to have access to all account records with the sales record type.
Which two actions should an appbuilder complete to implement this change? Choose 2 answers

A. Update the Sales profile.
B. Update the organization-wide defaults
C. Create a criteria based sharing rule.
D. Create an owner-based sharing rule.

Answer: BC

NEW QUESTION 35
The VP of Sales wants a Chatter post to the All-Sales private group when an opportunity goes to the closed won stage.
What two tools should the app builder use to automate this process? Choose 2 answers

A. Flow
B. Process Builder
C. Big Deal Alert
D. Workflow

Answer: AB

NEW QUESTION 39
Universal Containers (UC) tracks Account locations in Zip Code, a custom text field with a validation rule to enforce proper formatting of the US ZIP+4 code for UC's orders.
What formula should the app builder create on Order to display only the first five digits of Zip Code from the parent Account?

A. BEGINS(Account.Zip_Code_r, 5)
B. TEXT(Account.Zip_Code_c, 5)
C. LEFT(Account.Zip_Code_c, 5)

D. LPAD(Account.Zip_Code_r, 5)

Answer: C

NEW QUESTION 43
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.

Answer: C

NEW QUESTION 45
Cloud Kicks wants to display 10 key fields at once in a separate section at the top of opportunity records on the desktop.
Which componentshould an app builder add to the record page to enable this functionality?

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

Answer: B

NEW QUESTION 47
Universal Containers has a private sharing model for Accounts and Opportunitiesand 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 CANNOTsee either record.
Based on the information given, why can sales rep B see the Account related to the Opportunity?

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

Answer: B

NEW QUESTION 50
The VP of Sales at Universal Containers has askedthe app builder to let sales reps create opportunity records directly from the account, with a number of fields pre-populated.
Which feature should the app builder use to allow users to create the opportunity?

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

Answer: A

NEW QUESTION 51
Cloud Kicks wantsto set up a new opportunity approval process and execute various action items based on the initial submission.
Which three action types should an app builder use in the approval process? Choose 3 answers

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

Answer: ABC

NEW QUESTION 53
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 butler ensure this field is properly filed out before setting the opportunity to closed won?

A. OR(ISPICKVAL(StageName ,"Closed Won") && (Scheduled_Ship_Date_cCloseDate)>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

Answer: A

NEW QUESTION 56

Which three options art availably when activating a Lightning page from the Lightning App Builder? Choose 3 answers

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

Answer: ACE

NEW QUESTION 60
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

Answer: A

NEW QUESTION 63
What are the limitations of Schema Builder when creating a custom object?

A. "Save" should be clicked each time a new object, field, or relationship is created.
B. Fields and relationships can be created, but they will be unable to addthe fields to the page layout from the canvas.
C. Relationships can be made to any custom objects, but any relationships to standard objects should be built in Lightning Object Manager.
D. Custom fields can be added to any custom objects, excluding formulafield types.

Answer: B

NEW QUESTION 65
An app builder installed a custom Lightning component from AppExchange and has deployed My Domain. What should be done next in order to configure the component for use in a record page?

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

Answer: A

NEW QUESTION 69
The developer at Universal Containers wants to test code in a sandbox environment. In order to ensure the code works properly, the sandbox needs to have at least half a gigabyte of data. The sandbox will need to be refreshed after each three-day sprint.
What type of sandbox should the App Builder provision to the developer?

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

Answer: C

NEW QUESTION 71
Universal Containers wants users to have access to the pricing guidelines document when viewing a Contract related to an Account.
What feature should an app builder use to create easy access to the document?

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

Answer: D

NEW QUESTION 74
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.

Answer: AB

NEW QUESTION 77
The sales Operations team at AWS Computing deletes accounts for a variety of a reasons. The sales ops director is worried that the Sales team may delete accounts that sales reps areactively selling into.
Mow should the app builder keep accounts with open opportunities from being delected?

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

Answer: A

NEW QUESTION 81
A new app builder on the Cloud Kicks team is getting familiar with relationships in the data model. What functionality wouldpresent the app builder a comprehensive view of all relationships In one pi

A. Schema Builder
B. Lightning Object Creator
C. Object Manager
D. Lightning Record Page

Answer: A

NEW QUESTION 84
Cloud Kicks wants to summarize the number of open Cases related to an Account, as well as the number of closed Cases to indicate whether customer support utilization is high, medium, or low. Two number fields have been created: NUM_Open_Cases__c and NUM_Closed_Cases_c
Which two automation solutions would meet these business requirements? Choose 2 answers

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

Answer: BD

NEW QUESTION 86
An app builder has created a change set and deployed a report from their development sandbox for User Acceptance Testing. When the app builder runs the report, no data is returned.
What can be a reason for this?

A. Reports have to be deployed with Salesforce DX.
B. Reports have to be manually re-created in each environment.
C. Data is deployed when added to a change sets.
D. Data is unable to be deployed with change sets.

Answer: D

NEW QUESTION 91
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.

Answer: B

NEW QUESTION 96
An app builder at DreamHouse Realty created a custom object which has fields containing data from two different objects via related lookups.
What is needed to create "with" or "without* reports on the new custom object?

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

Answer: D

NEW QUESTION 97
An app builder noticesseveral Accounts converted from Leads are missing information they expected to be caught via Account validation rules.
What could be the source of this issue?

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

D. Lead validation rules fail to validate on records when they are being converted.

Answer: B

NEW QUESTION 101
Cloud Kicks has five years of sales data and would like to track when customers made their first purchase. How should an app builder use a roll-up summary to meet the requirements?

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

Answer: A

NEW QUESTION 106
Universal Containers (UC) has a custom Invoice object and a custom InvoiceLine Item object. TTie Invoice Line Item object has a lookup relationship to the Invoice. UC would like to convert the lookup relationship to a master-detail relationship but is unable to do so.
Which two reasons could be preventing this relationship conversion? Choose 2 answers

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

Answer: BC

NEW QUESTION 110
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 messagewill be displayed
C. The record will not save and no error message will be displayed
D. The record will save but the Industry field will not change to Technology

Answer: A

NEW QUESTION 114
An appbuilder wants to update a field on the parent record when a child record connected via lookup is deleted.
What automation should the app builder use?

A. Screen flow
B. Process Builder
C. Apex code
D. Workflow rule

Answer: C

NEW QUESTION 119
Ursa Major Solar is ramping up the sales team to meet increased demand. As part of the short ramp up for these newreps, the manager wants to provide a help guide to enable reps to easily get help where needed during the different sales processes.
Which solution should an app builder recommend?

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

Answer: D

NEW QUESTION 122
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 inSalesforce; however, UC would still like to use reports, queries, and lookups on the archived information.
Which two options could meet this requirement? Choose 2 answers

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

Answer: AD

NEW QUESTION 124

Cloud Kicks wants to display the number of opportunities that are Closed Won with a Close Date within the last year on the Account detail page.
Which tool should an app builder use to implement this?

A. Process Builder
B. Activity Timeline
C. Roll-Up Summary Field
D. Workflow Rule

Answer: A

NEW QUESTION 125
DreamHouse Realty is rethinking its sandbox utilization strategy after acquiring Cloud Kicks. The Salesforce COE already utilizes a partial and a full sandbox, which it refreshes on their own regular schedules. Teams are expanding and have to begin each of their small projects in a sandbox before committing to the larger pool for collaborative testing while still keeping costs down.
What type of sandbox should each team member use?

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

Answer: B

NEW QUESTION 126
Universal Containers conduct evaluations of their sales reps using a custom object consisting of numerical scores and executive comments. The company wants to ensure that only the sales reps, and their manager's executive can view the rep's evaluation record but the reps should not be able to view the executive comment field on their review. How can these requirement be met?

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

Answer: C

NEW QUESTION 129
Universal Containers's app builder has been tasked with replacingworkflow 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 querylimit than Flow.
C. Create a process for each workflow rule.
D. Combine actions when possible.

Answer: AD

NEW QUESTION 134
An appbuilder has modified a Lightning record page for a case and has added an email button item to the page layout; however, users are unable to see the new item on the layout.
What are two potential reasons why users are unable to view the item on the CaseLightning record page? Choose 2 answers

A. The page layout includes the case feed component.
B. The email button contains JavaScript.
C. The case page layout also contains custom buttons.
D. The page layout excludes the case feed component.

Answer: BD

NEW QUESTION 136
Universal Containers would like to automatically assign a specific permission set to new users. How can this requirement bemet? Choose 2 Answers

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

Answer: CD

NEW QUESTION 138
Universal Containers wants to streamline its data capture process by linking fields together. They wish to do this sothat 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 theymatch 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

Answer: BCE

NEW QUESTION 140
An app builderwants to limit the amount of fields users are required to fill out when creating a new Opportunity. Once they fill out the required fields and save, the full record page with additional fields relevant to the Opportunity type becomes available.
How could this be accomplished?

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

Answer: A

NEW QUESTION 142
A user is unable to use inline editing on a list view. A quick check verifies the user should be able to perform inline editing as they have been assigned the appropriate permissions.
Which two conditions should the app builder review? Choose 2 answers

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

Answer: AD

NEW QUESTION 146
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.
Whichfeature would an app builder use?

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

Answer: B

NEW QUESTION 148
A sales manager at Cloud Kicks wants the team to spend more time in the field and less time manually entering the information found on the business cards they collect.
What should an app builder do to help achieve this goal without sacrificing data quality?

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

Answer: A

NEW QUESTION 150
The CRMManager at Universal Containers has requested that a custom text field be converted to a picklist in order to promote better data hygiene. What needs to be considered before changing the field type? Choose 2 answers

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

Answer: AC

NEW QUESTION 155
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-evaluete workflow rules after field change checkbox checked. Recently after adding a new workflow, users have reported receiving errors about workflow limits.
What should a app builder look at so address this?

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

Answer: C

NEW QUESTION 158
Cloud Kicks (CK) keeps track of its shoe inventory in Salesforce. When an order's status is changed to Activated, the inventory for the ordered shoe is reduced.At

that point, a SOAP web service on the CK website must be called so that the website is updated to display the correct inventory amount for the shoe.
What should an app builder use to communicate to the CK web service when a shoe's inventory has changed?

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

Answer: D

NEW QUESTION 161
Ursa Major Solar wants to see the Type field from the parent object Galaxy listed on the child recordStar. The app builder is receiving an error stating "Picklist values are only supported in certain functions".
What formula should an app builder use to achieve the desired result?

A. ISPICKVAL(Galaxy__r.Type__c)
B. VALUE(Galaxy_r.Type__c)
C. TEXT(Galaxy_r.Type_c)
D. FIND(Galaxy__r.Type__c)

Answer: C

NEW QUESTION 164
An app builder installs an unmanaged package in a full copy sandbox that ts an exact match for production, and now they are ready to install it m production.
When the app builder attempts to install the package in production, it fails.
Why did the package fail to install?

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

Answer: D

NEW QUESTION 165
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 flowpage.
C. Build a Lightning record page.
D. Use a Boit solution

Answer: A

NEW QUESTION 167
Universal Containerswants to create a report to show job applications with or without resumes. What considerations should the app builder be aware of when creating the custom report type?

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

Answer: C

NEW QUESTION 172
What option is available to an App Builder when defining an object-specific Create Record custom action? Choose 2 answers

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

Answer: AD

NEW QUESTION 177
An app builder has deployed a change set from a sandbox to production. There is a long delay in the deployment.
What can be causing the delay?

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

Answer: B

NEW QUESTION 178
An app builder at Cloud Kicks created acustom 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.

Answer: D

NEW QUESTION 179
DreamHouse Realty wants to make sure an Opportunity has a fieldExpected_Close_Date_c populated before it is allowed to enter the qualified stage.
How should an app builder solution this request?

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

Answer: B

NEW QUESTION 181
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 that 60 days and add an email alert.
C. Create a lightning process builder flow that submits the record for an approval process
D. Build a validation rule that does not allow a user to save the opportunity record.

Answer: AC

NEW QUESTION 182
DreamHouse Realty requires that field value changes for certain fields such as Asking_Price__c and Real_Estate_Agent„c on their House__c custom object show up prominently on Chatter.
What Chatter feature shouldthe app builder utilize?

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

Answer: D

NEW QUESTION 183
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 ownersshould 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-widedefaults.

Answer: AC

NEW QUESTION 185
A new custom object is being created with a private sharing setting. The business wants toshare individual records with specific people or group of people on a case by case basis. What options does the business user have to manually share individual records? Choose 3 answers

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

Answer: ACE

NEW QUESTION 186
The finance manager at Universal Containers wants to receive a new business notification emaileach time a new client is won. The sales manager wants to receive a task letting them know to onboard the new client unless it is a top-tier client.
Which automation tool should an app builder use to best address all these requests?

A. Record-triggered flow
B. Screen flow

C. Apex
D. Approval process

Answer: A

NEW QUESTION 191
Managers at UniversalContainers want a quick way to create additional accounts to form a hierarchy from a Parent Account record They want to auto-populate five fieids based on the parent to make it easier for users to create the child accounts quickly.
What should the app builder recommend?

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

Answer: D

NEW QUESTION 195
The convert button on leads should NOT appear until the lead status picklist is set to a qualified. What should an app builder suggest to meet these requirements?

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

Answer: D

NEW QUESTION 200
Sales reps at Universal Containers create multiple quotes per opportunity.
What automation tool should an app builder recommend to delete rejected quotes?

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

Answer: D

NEW QUESTION 204
An app builder wants to create a new field using SchemaBuilder. Who will get access to the new field by default?

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

Answer: C

NEW QUESTION 209
An app builderneeds 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 perobject.

Answer: C

NEW QUESTION 210
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 toseparate record information from activities.
C. Add a Path component with fields and instructions aligning to stages on the Opportunity.
D. Set up an approval process requiring manager consent at each stage of the Opportunity.

Answer: AC

NEW QUESTION 212
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

Answer: A

NEW QUESTION 214
Nickname__c is a custom text field on a contact record that is utilized to overridethe contact name appearing on an email template. This field is not required and is not always filled in.
Which formula should an app builder use to select the contact's preferred name for email communications?

A. IF(NOT(ISBLANK(Nickname__c)),Nickname_c,FirstName)
B. IF(TEXT(Nfckname__c), Nickname_c,FirstName)
C. IF(ISNUUL(Nteknarne _..c),Nicknamec,Firstftame)
D. IF(NOT(BLANKVALUE(Nickname__c)),Nickname__c, FirstName)

Answer: A

NEW QUESTION 216
An App Builder at UVC would like to prevent users from creating new records on an Account related list by overridingstandard buttons. Which two should the App Builder consider before overriding standard buttons?

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

Answer: BC

NEW QUESTION 219
A production org includes custom objects containing confidential Information. A sandbox h needed that Includes data records, excludes all of the confidential objects, and can be refreshed weeklythe confidential objects, and can be refreshed weekly.
What steps should an App Builder take to meet these requirements?

A. Create a Full Sandbox and use a sandbox template
B. Create a Developer Pro Sandbox and schedule Data loader to download selected object data weekly.
C. Create a Partial Copy Sandbox and use a sandbox template.
D. Create a Developer Sandbox and schedule Data loader to download selected object data weekly.

Answer: C

NEW QUESTION 220
Universal Containers has two types of applicants, hourly and salary. There are separate record types for each. Whileall 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 objectfor 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.

Answer: B

NEW QUESTION 224
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 alsoinformation 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 typefor web and trade show leads
C. Create three sections on the lead layout and instruct users to collapse the non-relevant fields
D. Create custom page payouts for each type of lead only containing the relevant fields

Answer: C

NEW QUESTION 228
The app builder at UrsaMajor Solar has just created a master-detail relationship between a parent object Galaxy__c and child object Star__c.
What would be the effect of creating this type of relationship if users want to report on Galaxy__c with Star__c?

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

Answer: D

NEW QUESTION 231

Universal Containers has a new custom object for Invoices that includes an InvoiceNumber field, Before the Invoice object can be used, invoices will be migratedfrom an external system maintaining their current InvoiceNumber. After the migration, salesforce will be the system of record and each new Invoice created in Salesforce must have a unique InvoiceNumber.
How should the app builder configure the InvoiceNumber field?

A. Create a Text filed for the original InvoiceNumber and an AutoNumber field for the Salesforce InvoiceNumber.
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

Answer: B

NEW QUESTION 234
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 IDwill be used when upserting records. Which field attribute should be selected? Choose 2 answers

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

Answer: AC

NEW QUESTION 239
UniversalContainers uses a custom object called Projects. When managers assign projects they set a custom field on the Uroject called Estimated Hours. Once set, users should be able to decrease but not increase the value
How can an app builder meet this requirement?

A. Create a formula default value for the custom field.
B. Create a formula held that uses the PREVGROUPVAL function
C. Create a validation rule that uses the ISCHANGED function
D. Create a validation rule that uses the PRIOR VALUE function.

Answer: D

NEW QUESTION 243
At Ursa Major Solar, there is a single Lightning record page for the Celestial Bodies custom object; however, there is a Lightning component the app builder wants to restrict to mobile app users.
Which feature on the Lightning app builder should be utilized?

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

Answer: C

NEW QUESTION 245
Service agents at Ursa Major Solar want a more condensed case view. Service agents also want to be able to modify the associated contact and account records from the case page layout on the Lightning record page.
Which two components should an app builder use to meet these requirements? Choose 2 answers

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

Answer: CD

NEW QUESTION 249
Sales manager at universal containers would like to standardize what information sales rep are gathering. Sales rep want recommendations, sales strategies and to know what key fields need to be completed at each step of the sales process on the opportunity record. What feature should an app builder use to provide this functionally?

A. Workflow
B. Path
C. Chatter feed
D. GlobalAction

Answer: B

NEW QUESTION 253
Cloud Kicks has leads owned by users and queues. The sales manager wants the status to change to working when a user takes ownership.
What does an app builder need to have in the criteria to ensure the process runs without error?

A. BEGINS([Lead].OwnerId, ,,005")
B. [Lead].Owner:User.Role Is Null = False

C. [Lead].Owner:Queue.OwnerId Is Null = True
D. NOT(ISBLANK([Lead].OwnerId))

Answer: D

NEW QUESTION 254
After a deal is closed, Cloud Kicks (CK) wants to assign a user as a customer service manager (CSM) in addition to the account owner and would like a new field to easily track and report which CSM is assigned to the Account.
Which solution should an app builder use for this request?

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

Answer: C

NEW QUESTION 255
The case handling process at Universal Containers includes multiple steps Including approvals, notifications, and fields updates. To manage and evaluate all of these changes in a single save operation, an app builder wants to use Process Builder and the Advanced option to let the process evaluate a record multiple times has been selected.
Which two options should the app builder avoid to prevent recursion? Choose 2 answers

A. IF statements
B. Setting a criteria node to No criteria-just execute the procedure
C. Invocable processes
D. The ISCHANGED function

Answer: BC

NEW QUESTION 256
Universal Containers uses Contracts for agreements withcustomers. A sales manager is required to provide approval for contracts and director approval for any contract over $10,000.
Which two options should an app builder use to ensure all contracts route for the correct approval and also prevent the sales repfrom making changes to the record while it is being approved?
Choose 2 answers

A. Create an approval process on the Contract object with criteria set on a second approval step set as 'Amount__c > 10,000' and set the approver as director.
B. Create an approval process on the Contract object and set the field for 'Next Automated Approver Determined By' as Manager'.
C. Create a validation rule on the Contract object that prevents updates to the contract record while it is being reviewed.
D. Create an approvalprocess on the Contract object with one step for each sales manager that sets the approver as the director.

Answer: BD

NEW QUESTION 260
Universal Containers is setting up salesforce for the first time. Management wants the sales and marketing teams to have different navigation names in the salesforce1 mobile app. Which option is available to an app builder to satisfy the requirement?

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

Answer: C

NEW QUESTION 262
Cloud Kicks has a shipment date on each shipment that is sent out. Dispatchers need more details on the day and time the shipment was sent out. The app builder needs to change the current field type that is used from Date to Date/Time.
What should the app builder be aware of when it comes to data already in the system?

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

Answer: D

NEW QUESTION 265
Cloud Kicks works on an annual subscription model. When a sales rep marks an opportunity as closed won, a newopportunity should automatically be created for the renewal. The contracts team works outside of Salesforce but also needs to be notified about closed deals in order to initiate the contract process with the customer.
Which automation solution would meet these requirements?

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

Answer: C

NEW QUESTION 268
Which opportunity standard field is available to be configured directly? Choose3

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

Answer: BCD

NEW QUESTION 271
The appbuilder needs to change the data types of new custom fields. The app builder is not able to delete and recreate any of the fields, nor modify any apex code. Which data type change will require the app builder to perform the additional steps in order to retain existing functionalities?

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

Answer: C

NEW QUESTION 275
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 layouts view filtersettings.
B. Update the account search layouts search results columnsdisplayed.
C. Update the account search filter fields.
D. Update the account search layouts accounts tab columns displayed.

Answer: BC

NEW QUESTION 279
The DreamHouse Realty (DR) service manager has asked for someimprovements 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

Answer: C

NEW QUESTION 280
UVC's CFO has asked that all deals with more than a 40%discount get automatically sent to the VP of Finance. He will review these deals without the sales rep needing to take action. Which two ways can this be accomplished without building code? Choose two answer

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

Answer: AB

NEW QUESTION 283
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. Goelocation
C. Text
D. External Lookup

Answer: B

NEW QUESTION 287
The Directorof 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. DATFTIMEVALUE()
B. TODAY()
C. DATEVALUE()
D. NOW()

Answer: B

NEW QUESTION 292
Sales reps at Universal Containers use Salesforce on their mobile devices. They want a way to odd new contacts quickly and then follow up laterto 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 Pathand set pre-defined values

Answer: B

NEW QUESTION 296
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