

Salesforce

Exam Questions Platform-App-Builder

Salesforce Certified Platform App Builder (SP19)



NEW QUESTION 1

Ursa Major Solar wants to create a relationship between the standard Contact object and a custom Solar Project object. Contacts potentially be related to multiple Solar Project objects, and a Solar Project can have multiple Contacts associated with it. How should an app builder configure the data model?

- A. One Master-detail relationship on Contact and one Master-detail relationship on Solar Project
- B. Two Lookup relationships on a new custom object
- C. One Lookup relationship on Contact and one Lookup relationship on Solar Project
- D. Two Master-detail relationships on a new custom object

Answer: A

NEW QUESTION 2

An app builder has been to display an overdue date that is two months after a task's due date. Which approach should the app builder take?

- A. Use process builder and set overdue date equal to $\text{DueDate} + ((365/12)*2)$
- B. Create a formula field using $\text{DueDate} + 60$
- C. Use process builder and set overdue Date equal to $\text{DueDate} + 60$
- 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 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

Answer: A

NEW QUESTION 4

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.

Answer: C

NEW QUESTION 5

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.

Answer: B

NEW QUESTION 6

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

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

Answer: B

NEW 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

Answer: C

NEW QUESTION 8

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.

Answer: B

NEW QUESTION 9

Universal Containers utilizes opportunities and a custom object called Detailed.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 builder to achieve this request?

- A. Utilize the AppExchange to download a third-party application that can roll 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 filters on the status field.
- C. Create a lookup relationship between the parent and child object with a roll-up summary field that filters on the status field.
- D. Utilize Apex code to roll up the desired amounts.

Answer: B

NEW QUESTION 10

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

Answer: D

NEW QUESTION 10

Northern Trail Outfitters wants the field sales team to only see the accounts that they own. Separate North American and European marketing teams should only see accounts in their respective regions. The inside sales team needs to see all accounts in Salesforce.

How can this be accomplished?

- A. Set the Organization-Wide Default to Public for account
- B. Create criteria-based sharing rules for each marketing team, and create an Inside Sales Team permission set with the "View All" setting for accounts.
- C. Set the Organization-Wide Default to Public for account
- D. Create profiles for each marketing team, and create an Inside Sales Team role that is at the top of the Role Hierarchy
- E. Set the Organization-Wide Default to Private for account
- F. Create criteria-based sharing rules for each marketing team, and create an Inside Sales Team profile with the "View All" setting for accounts.
- G. Set the Organization-Wide Default to Private for account
- H. Create permission sets for each marketing team, and create an Inside Sales Team profile with the "View All" setting for accounts.

Answer: C

NEW QUESTION 15

Universal Containers uses a custom object called Reviews to capture information generated by interviewers during the candidate process. The Review records are visible to any user that has access to the related custom Candidate record. The VP of Human Resources wants the comment field on the Review to be private to anyone outside of the HR department.

How should the app builder meet this requirement?

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

Answer: A

NEW QUESTION 20

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 24

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 26

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 29

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 30

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

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

Answer: A

NEW QUESTION 33

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 38

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 42

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 46

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

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

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

Answer: A

NEW QUESTION 51

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

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

Answer: B

NEW QUESTION 56

An app builder would like to streamline the user experience by reflecting summarized calculations of specific fields on various objects. Which field types could be used in roll-up summary fields to accomplish this? Choose 3 answers

- A. Currency
- B. Percent
- C. Date
- D. Checkbox
- E. Time

Answer: ABC

NEW QUESTION 60

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

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

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

Answer: 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 66

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

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

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

Answer: C

NEW QUESTION 70

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

Answer: D

NEW QUESTION 71

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 73

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

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

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

Answer: A

NEW QUESTION 78

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 83

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

Answer: C

NEW QUESTION 85

An app builder is preparing to deploy a new app from the sandbox to production using change sets. What two considerations should an app builder keep in mind during this process?

Choose 2 answers

- A. Salesforce Connect automatically establishes a link between environments.
- B. Change sets do not include all components and may have to perform some changes manually.
- C. Users should be logged out of production when receiving inbound change sets.
- D. Transactions will revert if the deployment errors.

Answer: BD

NEW QUESTION 88

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 wants to show Groups as the last navigation menu item in the mobile app. However, the 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 in the Smart Search items but unavailable 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 95

Cloud Kicks's management team frequently travels and wants to approve requests from their team on the go via Chatter. Where would an app builder enable this ability?

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

Answer: C

NEW QUESTION 99

Cloud Kicks (CK) switched to Lightning Experience and started using Chatter across its global workforce to support its fast-paced sales cycle. CK loves Chatter but struggle with gathering feedback from core team members, including understanding who is available to respond. Which two ways could CK use Chatter to solve this problem? Choose 2 answers

- A. Streams
- B. Polls
- C. Out of Office
- D. Topics

Answer: BC

NEW QUESTION 100

Universal Containers has several large customers that sell their products through dealers. Each customer and dealer has an individual rep who works directly with the customer and each is billed separately. How can an app builder implement these requirements?

- A. Create a single account record, add each rep as a contact and create a custom dealer object
- B. Create both customer and dealer as accounts, add each rep as a contact on the corresponding account and create an account hierarchy.
- C. Create a single parent record, add each rep as a contact to the parent account and add each dealer as a child record
- D. Create both customer and dealer as accounts, create account teams on each account and associate the dealer records with the parent account.

Answer: B

NEW QUESTION 104

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

Answer: A

NEW QUESTION 108

Universal Containers (UC) has large data volumes and is nearing data storage limits. The planned solution is to archive historical data to reduce data storage in Salesforce; however, UC would still like to use reports, queries, and lookups on the archived information. Which two options could meet this requirement? Choose 2 answers

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

Answer: AD

NEW QUESTION 112

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

What feature could an app builder recommend UC use?

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

Answer: A

NEW QUESTION 114

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

Answer: CD

NEW QUESTION 116

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: A

NEW QUESTION 117

An app builder received a request to extend record access beyond the organization-wide defaults configured. Which two features satisfy this requirement? Choose 2 answers

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

Answer: AB

NEW QUESTION 119

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 appbuilder 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.

Answer: AD

NEW QUESTION 120

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 page where the team is working?

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

Answer: D

NEW QUESTION 121

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 126

universal containers is migrating its sales operations from alegacy 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.

Answer: AB

NEW QUESTION 129

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

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

Answer: ADE

NEW QUESTION 133

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 136

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

- A. Formula field
- B. Apex
- C. Workflow
- D. Roll-up summary field

Answer: C

NEW QUESTION 138

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 143

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.

Answer: A

NEW QUESTION 147

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

installation with their opportunities.
visibility of all the installations associated with their opportunities.
What kind of relationship should this new object have to the Opportunity?

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

Answer: D

NEW QUESTION 149

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

Answer: D

NEW QUESTION 152

Universal Containers is piloting new features in an existing sandbox and wants to prevent outbound email sends during testing. What should the app builder do to meet the requirement?

- A. Email deliverability set to system email only.
- B. Email configured for SMTP authentication.
- C. Email relay to the configured host enabled.
- D. Email deliverability set to no access.

Answer: D

NEW QUESTION 155

Sales reps at Cloud Kicks (CK) forget to submit for approval when CK needs orders reviewed before close won. CK wants to automatically submit opportunities into the Secure Commitment Stage to eliminate manual submission. Which three features would meet the business requirements? Choose 3 answers

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

Answer: BCE

NEW QUESTION 156

When a deal is closed- won, it has to be approved by the owner's manager prior to being added to the leaderboard for a quarterly sales competition. An opportunity is won on the last day of the quarter and the manager is on vacation. What is recommended to ensure all of the appropriate deals are reviewed and the leaderboard is up to date?

- A. Forward the approval request to the manager's assistant.
- B. Set up a delegated approver for the manager
- C. Have the manager log on and reassign the approval request
- D. Use Process Builder to assign a delegated approver.

Answer: B

NEW QUESTION 157

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 159

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.

Answer: B

NEW QUESTION 164

DreamMouse Realty has a mentorship program that pairs experienced Realtors with new Realtors. Each experienced Realtor can mentor one or several new Realtors, and each new Realtor is required to work with a single experienced Realtor they report to for a probationary period. What type of relationship would an app builder set up to meet this specification?

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

Answer: C

NEW QUESTION 169

Universal Containers generates leads from three different sources: web, trade shows, and partners. Some of the information collected is applicable to all sources, there is also information that is unique to each type of lead. What should an app builder configure to meet these requirements?

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

Answer: C

NEW QUESTION 173

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 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.

Answer: D

NEW QUESTION 176

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

- A. Create a Text field 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 178

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

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

Answer: C

NEW QUESTION 183

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

Answer: D

NEW QUESTION 188

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

Which feature should be used to accomplish this?

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

Answer: C

NEW QUESTION 193

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 196

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

Which automation solution would meet these requirements?

- A. Approval Process
- B. Outbound Message
- C. Validation Rule
- D. Record-triggered flow

Answer: B

NEW QUESTION 201

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

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

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

Answer: B

NEW QUESTION 202

When an opportunity is closed date is pushed more than 30 days, manager approval is required. An approval process is in place but reps frequently forget to submit for approval to run the process.

How can an app builder ensure that these opportunities are submitted into the approval process?

- A. Change the entry criteria on the approval process to criteria are met and lock the record on initial submission.
- B. Use a validation rule and an email alert to the manager requesting approval.
- C. Submit the record for approval from an automated process.
- D. Give the manager the "API Enabled" permission to permit approval responses by email.

Answer: C

NEW QUESTION 205

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 210

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

- A. Forecast category
- B. Stage

- C. Lead source
- D. Type

Answer: BCD

NEW QUESTION 215

A new field has been added to the Applicant object that is part of an unmanaged package. A recruiter ran the Position with or without Applicants report and noticed that the new field was missing as an option to add as a column. How should an app builder troubleshoot this issue?

- A. Adjust the field level security to include in the report type.
- B. Check Allow Reports for the position and applicant objects.
- C. Add the field to the custom report type field layout.
- D. Update the profile with the Manage Public Reports permission.

Answer: C

NEW QUESTION 218

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

Answer: C

NEW QUESTION 220

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

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

Answer: AC

NEW QUESTION 221

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