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SP21 APP BUILDER

Q1.

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

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

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

Q2.

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

Q3.

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

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

Choose 3 answers

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

Q4.

An app builder has been tasked with creating separate Opportunity views for three different teams. Each team follows a different sales process and should see different values for the same fields.

Which three declarative options should they use to accomplish this?

Choose 3 answers

A. Profiles
B. Apex Trigger
C. Page Layouts
D. Path
E. Schema Builder

Q5.

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

Q6.

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

Q7.

An app builder wants to create a custom object and 10 fields.

What should they use to create the object, fields, and relationships quickly from one place?

A. Lightning Object Creator
B. Developer Console
C. Schema Builder
D. Manage Field Permissions

Q8.

Ursa Major Solar has made a great app that leadership wants to share with the world for free via AppExchange.

What should an app builder consider about the type of package when uploading to AppExchange?

A. Unmanaged packages allow for patches on programmatic changes but not Apex.
B. Unmanaged packages can be set up to prevent user customizations.
C. Managed packages need a per-user charge on AppExchange.
D. Managed packages provide intellectual property protection on Apex code.

Q9.

Universal Containers asked the app builder to ensure when an account type changes to 'Past-Customer' the contacts directly related to that account get an updated status of 'Re-Market'.

What automation should the app builder use to accomplish this task?

A. Lightning component
B. Screen flow
C. Process Builder
D. Workflow rule

Q10.

Cloud Kicks wants to efficiently increase the company's adoption of Salesforce while simultaneously moving away from their reliance on spreadsheets. An app builder is given a spreadsheet everyone is sharing that needs to be added to Salesforce. The object with fields needs to be created and the data inserted simultaneously.

What tool should be used?

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

Q11.

An app builder uses Process Builder to create a Chatter post.

Which two items should be avoided to ensure a post is successfully created?

Choose 2 answers

A. Message starts with a field reference
B. Message has a space at the beginning
C. Message is posting to a private Chatter group
D. Message is posting to a Community user or group

Q12.

At Ursa Solar Major, only users with the Outer Planets profile need to see the Jupiter field on the Solar System object.

How would the app builder satisfy this requirement?

A. Field-Level Security
B. Defer Calculations
C. Sharing Rule
D. Classic Encryption

Q13.

An app builder has modified a Lightning record page for a case and has added an email button item to the page layout; however, users are NOT seeing the new item on the layout.

What are two potential reasons why users are unable to view the item on the Case Lightning record page?

Choose 2 answers

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

Q14.

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

What could be causing this issue?

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

Q15.

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

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

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

Q16.

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

Q17.

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

Q18.

An app builder wants to use Process Builder to automate some of the work being done by the sales team.

What are three capabilities of Process Builder that can improve productivity?

Choose 3 answers

A. Update a related record.
B. Send an outbound message.
C. Send an email alert.
D. Delete a related record.
E. Create a child record.

Q19.

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

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

Choose 2 answers

A. Add a chart to the list view to show the percentage of contacts that have already been cleaned up.
B. Clone a master list view for each user on the team so they can view their customers.
C. Make the list view dynamic so only "My Contacts" are visible to the user.

D. Filter the list view by customer record type and enable inline edit functionality.

Q20.

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

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

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

Q21.

Sales reps at Universal Containers (UC) should be restricted to viewing Cases associated to Accounts in their territory. UC''s data model sharing for Accounts is private and an admin owns all of the Accounts in the UC org.

Which two options should an app builder use to fulfill these requirements?

Choose 2 answers

A. In the Territory Model, set Case Access to 'View'.
B. Create a sharing set to share Cases with the internal sales reps.
C. Add sales reps to the Account Team for Accounts, with Read Only access to Cases.
D. Set sharing for Cases to Private.

Q22.

DreamHouse Realty (DR) employees started using company-owned airplanes for work travel after Ursa Major Solar was acquired. DR executives want to automate the submission travel request forms to enforce the internal policy.

How should an app builder automate travel requests based on these criteria?

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

Q23.

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

Q24.

Cloud Kicks has created a custom object called Interests__c which is joined to Accounts by way of a junction object called Account_Interest__c.

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

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

Q25.

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

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

Choose 2 answers

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

Q26.

When a sales rep submits an account for approval, Universal Containers wants the user to answer additional questions via a popup window to populate additional record fields.

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

A. Custom picklist field and Process Builder
B. Process Builder and Flow
C. Custom button and Flow
D. Lightning component and Process Builder

Q27.

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

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

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

Q28.

The events manager at Cloud Kicks (CK) hosted a launch party and wants to add a CSV file of attendees into a Campaign as Campaign Members so CK can track any future purchases the guests make.

Which three considerations should be made prior to using the Data Import Wizard for importing Campaign Members?

Choose 3 answers

A. The CSV should be properly formatted and deduplicated prior to insertion via the Data Import Wizard to maintain data cleanliness.
B. Related Lead, Contact, and Campaign records for the Campaign Members should exist prior to import.
C. The Data Import Wizard should be accessed from the object home page or from personal settings since they are not System Administrator.
D. When importing Campaign Members to a Campaign, a status does not need to be selected because the default member status is 'Planned'.
E. Inserting new Campaign Members prohibits workflow rules and processes for any records that meet automation criteria.

Q29.

Ursa Major Solar (UMS) is looking to hire some new employees. UMS wants to allow the same applicant to apply for multiple open positions using a single application.

What should an app builder recommend to meet these requirements?

A. Create a master-detail relationship field on Application__c to Open_Position__c
B. Create a master-detail relationship field on Applicant__c to Application__c
C. Create a master-detail relationship on Open_Position__c to Application__c
D. Create a master-detail relationship field om Applicant__c to Application__c

Q30.

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

Q31.

DreamHouse Realty (DHR) recently acquired Cloud Kicks (CK), a company that is still on Salesforce Classic. DHR is keeping the CK Salesforce org; however, it will migrate this org to Lightning Experience.

Where should the app builder find prebuilt resources to help with this project and overall adoption?

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

Q32.

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 Filters
C. Report Bucket Field
D. Custom Report Type

Q33.

Cloud Kicks wants a visual representation to track delivery status.

What component should an app builder recommend?

A. Details
B. Path
C. Related record

D. Related list

Q34.

The Cloud Kicks (CK) sales team is currently using a sales app in Lightning Experience. CK is planning a Salesforce mobile app rollout next month to increase productivity for reps while out in the field, After reviewing the mobile app, the sales operations manager asks about ways to create an enhanced user experience.

Which two solutions could an app builder suggest?

Choose 2 answers

A. Create a custom App Page and assign to the mobile menu.
B. Set up different mobile menu configurations for different types of users.
C. Allow mobile users to switch between Lightning and Classic.
D. Include Today as a navigation item in the app.

Q35.

Ursa Major Solar wants to see the Type__c field from the parent object Galaxy__c listed on the child record Star. 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. FIND(Galaxy__r.Type__c)
C. VALUE(Galaxy__r.Type__c)
D. TEXT(Galaxy__r-Type__c)

Q36.

Universal Containers (UC) has created a picklist field called Country on three separate custom objects. UC has a requirement to maintain a consistent list of values for this field on each object.

Which feature would an app builder use?

A. Field Update
B. Global Picklist Value Set
C. State and Country Picklist
D. Next Best Action

Q37

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

Which two considerations should be made?

Choose 2 answers

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

Q38.

Ursa Major Solar has a lookup relationship between a custom Galaxy__c object and a custom Star__c object. An app builder wants to create a roll-up summary field that counts the total number of Star__c records related to each Galaxy__c record.

How would the current configuration impact the ability to achieve the desired result?

A. A roll-up summary field will need to be created on the Galaxy__c object with a field filter that selects all related Star__c records.
B. The lookup relationship will need to be converted to a master-detail relationship before a roll-up summary field can be created.
C. The roll-up summary can be achieved by creating a formula field on the Star__c object.
D. The roll-up summary can be achieved by creating a formula field on the Galaxy__c object.

Q39.

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 go into the Secure Commitment Stage to eliminate manual submission.

Which three features would meet the business requirements?

Choose 3 answers

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

Q40.

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

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

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

Q41.

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

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

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

Q42.

Ursa Major Solar wants to automate a welcome email to new clients and include a customized survey about their buying experience. An app builder is tasked with this project and has very little time to build the solution from scratch.

What should the app builder do to meet the deadline and custom requirements?

A. Select an unmanaged package from AppExchange that closely meets the requirements of the project that allows programmatic development.
B. Build the survey declaratively and use a workflow rule to send it to the customer as an external message to meet criteria.
C. Choose a managed package from AppExchange that closely meets the requirements of the project and restricts programmatic development.
D. Work with a developer to create custom apex code and a Visualforce survey to meet criteria.

Q43.

Universal Containers (UC) utilizes two custom picklist fields called Sales_Organization__c and Pricing_Tier__c.

What validation rule should an app builder use to ensure Pricing_Tier__c is required for customers with a Sales_Organization__c value of Canada?

A. IF(ISNULL(Sales_Organization__c='Canada',ISBLANK(TEXT(Pricing_Tier__c)), TRUE)
B. AND(ISPICKVAL(Sales_Organization__c,'Canada'), ISBLANK(TEXT(Pricing_Tier__c)))
C. OR(ISPICKVAL(Sales_Organization__c,'Canada'), ISBLANK(TEXT(Pricing_Tier__c)))
D. ISPICKVAL(Sales_Organization__c,'Canada') && ISNULL(Pricing_Tier__c)

Q44.

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.

Q45.

A business user at Universal Containers wants to update an Account directly from an Opportunity record.

What should the app builder create to allow the business user to make these edits?

A. An update record action with a details component.
B. Opportunity fields updated by a process.
C. Formula fields displaying the Account fields.
D. An update record action with a related record component.

Q46.

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

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

A. Process Builder
B. Apex Trigger
C. Visualforce
D. Contact Request Flow

Q47.

Cloud Kicks recently implemented the application lifecycle management process to its release management strategy.

Which category handles bug fixes and simple changes?

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

Q48.

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

* Sales rep A manually shares an opportunity record with sales rep B.

* Sales rep B has access to the Account even though the Account is NOT in sales rep B's territory.

* Sales rep C CANNOT see either record.

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

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

Q49.

DreamHouse Realty wants a message to be seen in a Chatter group actively monitored by account managers every time a customer's home is published on the web.

How should messages be posted for this group?

A. Create a Process Builder with an Immediate action of post to Chatter.
B. Write a Flow to have it modify a record owned by a group.
C. Write an Apex Trigger to have it modify a record owned by a group.
D. Configure a Workflow Rule with a field update to post to Chatter.

Q50.

Cloud Kicks wants to display the number of Opportunity records associated with each Account.

What solution should be used?

A. AppExchange offering
B. Lookup field
C. Roll-up summary field
D. Process builder

Q51.

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

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

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

Q52.

Cloud Kicks (CK) tracks the support level of its customers on the account record page. CK wants to show a text notification on a case record page when the related account is a platinum-level customer.

How could an app builder meet this requirement?

A. Create a text-only Visualforce page > Drag the Visualforce component into the Case page layout > Set its visibility to show when the account support level is platinum.
B. Create a text-only Visualforce page > Clone the case page layout > Drag the Visualforce component into the page, and assign the layout to platinum cases.
C. Add a rich text area to the Case Lighting page > Set the component visibility of the rich text area to show when the account support level is platinum.
D. Clone the Case Lightning page > Add a rich text area to the new page, and assign this page to platinum accounts.

Q53.

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

Choose 2 answers

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

Q54.

Universal Containers requires a custom field on the Case object to be automatically updated every time there is an Owner change on the Case.

Which two features can be used for this requirement?

Choose 2 answers

A. Workflow
B. Schema Builder
C. Approval Process
D. Process Builder

Q55.

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. Add a Path component with fields and instructions aligning to stages on the Opportunity.
B. Set up an approval process requiring manager consent at each stage of the Opportunity.
C. Use two Tabs components to separate record information from activities.
D. Mark stage dependent fields as required on the Opportunity page layout.

Q56.

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

A. The template can be changed at any time after the initial save by clicking Edit Page.
B. To view the record page, users need "View All Data" permissions for the object.
C. Select a new template for each type of device users use to view the record page.
D. Page structure will automatically adapt to the device being used to view the record page.

Q57.

The previous administrator of the Cloud Kicks Salesforce Org always utilized text as the field type when creating new custom fields. Cloud Kicks' current roadmap requires a project that will clean up this Org during Lightning migration.

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

Choose 3 answers

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

Q58.

Universal Containers (UC) has a custom Invoice__c object and a custom Invoice_Line_Item__c object. The Invoice_Line_Item__c object has a lookup relationship to the Invoice__c. 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.
C. There is a roll-up summary field on the Invoice__c object.
D. Invoice_Line_Item__c records exist without having the Invoice__c lookup field populated.

Q59.

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

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

Choose 3 answers

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

Q60.

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

Q61.

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.

Q62.

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

Q63.

DreamHouse Realty wants to make sure an Opportunity has a field Expected_Close_Date__c populated before it is allowed to enter the qualified stage.

How should an app builder solution this request?

A. Page Layout
B. Record Type
C. Validation Rule

D. Activity History

Q64.

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

What feature can an app builder use to accomplish this?

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

Q65.

Universal Containers have change that need to be deployed from Sandbox to Production.

Where should an app builder look to verify that a change set can be deployed?

A. Inbound Change Sets
B. Outbound Change Sets
C. Deployment status
D. Deployment Settings

Q66.

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.

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

A. Build a screen flow page
B. Use the app exchange solution
C. Build a lighting record page
D. Use a bolt solution

Q67.

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

What solution should an app builder use for this request?

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

Q68.

The marketing team at universal Containers has a lost of 400 leads it wants to upload to salesforce. The team needs to avoid creating duplicates records.

Which two actions be taken to meet this requirement?

Choose 2 answeres

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. Enable duplicate matching in the data section in setup and active the lead-to-lead scenario
D. Use data loader's update function to import leads and match to existing records bassed on email address

Q69.

An app builder notices several Accounts converted from leads are missing information they expected to be caught via account validation rules.

What could be the source of this issue

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

Q70.

What are the limitations of schema builder when creating a custom object?

A. Relationship Can be made to any custom objects. But any relationship to standard object should be build in lighting object manager

B. "save" should be clicked each time a new object, Field, or relationship is created

C. Custom fields can be added to any custom objects excluding formula field types.

D. Field and relationship can be created, but they will be unable to add the field to the page layout from the canvas.

Q71.

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

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

Choose 3 answers

A. Detail page layout
B. Custom fields
C. Lighting App builder
D. System administrator profile

E. Custom action

Q72.

Dream house realty is rethinking its sandbox utilisation strategy after acquiring cloud kicks. The salesforce COE. Already utilizes a partial and full sandbox. Which it refreshes on their own regular schedules. Team are expending 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 types sandbox should each team member use?

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

Q73.

An app builder installed a custom lighting 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 the page layout editor > drag the visualforce componets onto the page
B. Edit a record page using lighting app builder> drag the component onto page
C. Edit a record page using the page layout editor > drag the component onto the page
D. Edit a record page using app builder > drag the component onto the page.

Q74.

A service coordinator (SC) for the ursa major solar (UMS) does a final review of work order owned by a technician for the specific region before the records are submitted for an invoice. Before closing out the work order, the SC needs to modify data or remove atteachments thats 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. Create a workflow rule Updates record owned by technician in that region with the sc
B. Put the SC in the rule hierarchy above the technicians whose work orders they review
C. Change work order access on the SC profile to modify all
D. Give the SC a permission set with the modify all data system permission.

Q75.

Universal Containers has the account object org wide default set to private. The marketing team owns account; however, they also need to able to see the sales team's account both the sales and marketing team are in completely different branches of the role hierarchy

What features should be used to enable marketing to see sales owned accounts ?

A. Public group
B. Sharing rule
C. Workflow
D. Flow

Q76.

Universal Containers wants to dynamically display a component on a lighting record page for an account bassed on criteria about the related contact.

What solution should an app builder use to fulfill this requirement?

A. Set the component visibility to display bassed on an advanced fillter type the contact field(s) to define criteria
B. Add a related record component to the page layout
C. Set the filter type on the component visibility to display bassed on user permissions, using custom permission to define the dynamic criteria
D. Hide the component behind a tab on the page layout

Q77.

Ursa major solar sales team has been struggling to enter data on mobile since rollout, the team dislike scrolling through all of the field to input only the necessary data.

How could the app builder solve the necessary data.

A. Filters components by device using from factor.
B. Update the training documentation with better screen shot.
C. Deselect the phone radio button on the lighting record page assistant
D. Record the field to make sense for the reps when in the field

Q78.

Universal Containers users the asset object to track products that are installed at customer locations. A new object, asset_inventory has been created to capture details about the assets.

Which approach should the app builder take to show asset_inventory_C as a related list on asset?

A. Create a master detail relationship on asset to asset_inventory_c add the asset_inventory_c related list to the asset page layout.
B. Create a lookup relationship on asset_inventory_c to asset. Add the asset_inventory_c related list to the asset page layout
C. Create a junction object to relate asset_ inventory_c and asset. Add the asset_inventory_c related list to the asset page layout
D. Create a roll-up on asset. Add the asset_inventory_C related list to the asset page layout

Q79.

An app builder wants to update a field on the parent record when a child record connect via lookup is deleted

What automation should app builder use?

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

Q80.

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

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

A. One flow per object.
B. One workflow rule per object
C. One record change process per object
D. One invocable process per object.

Q81.

Dream house realty (DR) has a policy that requires the phone number on contact to be deleted when the DoNotcall checkbox is checked

What automation tool should the app builder recommend?

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

Q82.

Universal Containers is migration its sales operations from a legacy system that was used in Europe. Opportunities need to be imported with the proper country currency.

Which two step should an app builder configure to meet these requirements?

Choose 2 answers

A. Use import wizard to import the records.
B. Includes the currency ISO code column in the import file.
C. Use data loader to import the records.
D. Include the currency ISO code in all Currency field in thr import file.

Q83.

A sales manager at cloud kicks want 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 the goal without sacrificing data quality

A. Use a combination of workflow rules and formulation field to populate key field for the sales user
B. Post daily to the chatter feed any relevant field that need to be populated
C. Research and evaluate data environment products on the appExchange to automate data entry
D. Use flow to create a data wizard to automate data entry

Q84.

Universal Containers app builder has been tasked with replacing workflow rules and apex trigger with process builder where possible

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

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

Q85.

Cloud kicks has a sales rep who is stating that their contact is unavailable for other users to see within salesforce

In which three ways can an app builder trouble shoot this issue?

Choose 3 answers

A. Confirm whether default organisation wide sharing settings provide Access to the account
B. Verify the users with the issue have access in the contact object
C. Review the contact record and ensure it is linked to account
D. Creat a account sharing rule to give the user access to all records

Q86.

Universal Containers (UC) tracks account locations in zip_code_ C, 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 figits of ZiP_ Code_c from the parent account?

A. LEFT(Account.Zip_code_c,5)
B. TEXT(Account.Zip_codw_c,5)
C. BEGIN (Account.Zip_code_c,5)
D. LPAD(Account.zip_Code_c,5)

Q87

DreamHouse Realty Want to Track how many lifts are being installed into customers garages. The To_Be_Installed_c checkbox field on the lift_c object Should be checked and an external system should be motified 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. Flow
C. Workflow
D. Process builder

Q88.

Universal Containers has created two custom objects called Seminars and Attendees. Organization-wide defaults for these objects have been set to Private. Universal Containers wants to set up a new junction object between these custom objects. A select group of users should be able to edit records in the junction object.

Which two steps should an app builder take to configure the proper security?

Choose 2 answers

A. Create owner-based sharing rules that give Read access to the master objects.
B. Set Sharing Settings to Read Only on both Master-Detail relationship fields.
C. Create an owner-based sharing rule that gives Read access to the junction object.
D. Set lookup filters on both junction object relationship fields.

Q89.

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

What solution should be used for the report?

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

Q90.

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

What should the app builder do?

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

Q91.

Cloud Kicks created a Lockedc custom field to identify Account records that should restrict modifications for all users except the system administrator.

What validation rule will enforce this requirement on locked Account records?

A. AND(Locked c- TRUE, $UserRole.Name – System Administrator")
B. AND(Locked c- TRUE, SProfile Name – System Administrator")
C. AND Locked c-TRUE, Stage "Closed Won", $UserRole.Name = "System Administrator")
D. AND(Locked c-TRUE, SProfile.Name "System Administrator)

Q92.

After discovering a second sun in the solar system, Ursa Major Solar wants to change the field relationship between Suncand Planet cto a lookup rather than a master detail.

What should an app builder consider about the effect on reporting before making this change?

A. Existing reports created under the Sun with Planet e report type made by Salesforce will be deleted.
B. Existing roll-up summary fields will remain on the Suncobject and available for reporting, but will no longer update.
C. Existing reports created under the Sun with Planet creport type made by Salesforce will be unusable, but not deleted.
D. Existing roll-up summary fields will be deleted from the Sunc object and from any reports where they were added.

Q93.

A recently refreshed partial sandbox at Cloud Kicks has no data in the custom object Fresh Kicks_c. Checking in production, there are two million rows of data in the object.

What can be a reason the data is missing?

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

Q94.

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

What should an app builder configure to meet the requirement?

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

Q95.

Universal Containers is expecting impacts to operations due to increased demand. The executive team will be reaching out to current customers and want to see the number of open cases for the account and parent account.

Which two tools could an app builder combine to display the number of open cases on the account page?

Choose 2 answers

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

Q96.

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

What are two considerations an app builder should evaluate?

Choose 2 answers

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

Q97.

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

What are two considerations for this proposal?

Choose 2 answers

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

Q98.

Universal Containers uses a custom picklist field Account Region con the account record. They want this region to be reflected on all related contact records and stay in sync if the value of this field changes on the Account.

How should an app builder meet this requirement?

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

Q99.

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

Q100.

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

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

A. Apex
B. Approval process
C. Flow
D. Process Builder

Q101.

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

What can be the issue?

A. The component has been developed for Desktop Pages
B. The component needs to be activated
C. The record page needs to be activated.

D. The record page thermostat is unable to support mobile devices

Q102.

Cloud Kicks (CK) is finding sales people are inconsistent in data entry when deals are won. CK requires that custom shoes are shipped within 2 weeks after the dose date. A custom field called Scheduled Ship Date c on the Opportunity records the ship date.

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

A. OR(ISPICKVAL(Stage Nama ="Closed Won") && (Scheduled Ship_Date_c- Close Date) > 14, ISBLANK(Scheduled Ship Date c))
B. ISPICKVAL(Stage Nama , "Closed Won") && (Scheduled Ship Date - Close Date) > 14
C. ISPICKVAL(StageName = "Closed Won") && (CloseDate-Scheduled Ship Date _c) > 14
D. OR(ISPICKVAL(Stage Nama , "Closed Won") && (Scheduled_Ship_Date_6-CloseDate) > 14, ISBLANK(Scheduled Ship Date C))

Q103.

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

Q104.

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

Q105.

The appraisal team at DreamHouse Realty wants to leverage Salesforce mobile app

What are three things an app builder should do to optimize mobile experience?

Choose 3 Answers

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

Q106.

Universal Containers uses Contracts for agreements with customers. A sales manager is required to provide approval for contracts and director approval for any contract over $10.000

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

Choose 2 answers

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

Q107.

An app builder is creating a Lightning record page and has added Mobile & Lightning Actions to the page layout.

What two components could be included on the layout to display the actions

Choose 2 answers

A. Highlights panel
B. Activities
C. Chatter
D. Path

Q108.

Ursa Majer 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. Utility bar
B. Home page
C. Global actions
D. Favorites

Q 109.

A Cloud Kicks employee submitted an opportunity for approval by their manager.

What would happen if the employee attempts to edit the description field after submission?

A. User will be able to edit the description field only.
B. User will see the record is now owned by their manager
C. User will be able to edit the name, but unable to edit the description
D. User will be presented with a 'Record Lock' notification.

Q110.

Ursa Major Solar is ramping up the sales team to meet increased demand. As part of the short ramp up for these new regis, 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

Q111.

Cloud Kicks has 5 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 Fist_Order_Date_c, using Type SUM on Opportunity close Date.
B. Create a new date field called First_Onder_Date_c, create a new Workflow to set the date, and roll-up the value with a fiter where Iswon = TRUE
C. Create a new date field called First_Order_Date_c, ther ceate a roll-up summary to update the field using Type MIN.

D. Create a new roll-up summary field called First_Order_Date_. using Type MIN on the Opportunity Close Date with a filter near Iswon = TRUE

Q112.

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

What feature in the Lightning app builder should be utilized?

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

Q113.

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, I would still like to use reports, queries, and lookups on the archived information

Which two options could meet this requirement?

Choose 2 answers

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

Q113.

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

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

Choose 2 answers

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

Q114.

An app builder needs a custom solution and is considering using either AppExchange or their local developer community. Ease of updates is the primary consideration.

what should the app builder consider?

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

Q115.

Cloud Kicks (CK) wants to simultaneously delete a Supplier_c recond and all Supplier_Itme_c records if a partnership ends with a Supplier.

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

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

Q116.

DreamHous Realty is building a custom Lightning app to track its expanding saler water colliection buisness. The Lightning app currently contains a custom Lightning record page with standard components

from which two resources should an App bulder get custom components to bring into the new Lightning app?

Choco 2 answers

A. Visualforce
B. Import Wizard
C. Apex Code
D. AppExchange

Q117.

DreamHouse Realty (DR) s expanding into subsidized housing by partnering with local government entities DR user Sales Cloud and has enabled field history tracking on the Opportunity object. Due to increased information requirements, the App Dev team is changing Text Area (Long) fields to Rich Text fields to allow tor up to 1,000 characters and better descriptions.

Which two considerations should be made by the team?

Choose 2 answers

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

Q118.

DreamHouse Realty requires that field value changes for certain fields such as Asking_Price_c and Real_ Estate_ Agent_c on their House_c custom object show up prominently on Chatter.

What Chatter feature should the app builder utility?

A. Thanks
B. Publisher Actions
C. topics
D. Feed tracking

Q119.

On the Account Lightning record page, users need to see 10 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. List View
B. List Class
C. Basic list
D. Enhanced List

Q120.

After utilizing the Lightning Object Creator to create a new object, its fields, and to insert all of the data, an app builder now needs to set up the Lightning Record Page.

Which component should the app builder have on their Lightning Record Page to see all of the fields from the page layout?

A.Record Detail

B.Path

C.Quip

D. Recomendations

Q121.

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. Dependent fields are included in the change set
B. field type change is included in the change set.
C. Profiles are included in the change set
D. Roles are included in the change set.

Q122.

Which three field types could be included when building a Custom Report Type?

Choose 3 answers

A. Renamed fields from standard objects in their original state.
B. Custom fields that have been added to the report types page layout.
C. Custom metadata field values
D. Standard age fields on cases and opportunities.
E. Lookup fields through four levels of lookup relationships

Q123.

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

What feature would be used to handle this requirement?

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

Q124.

An app builder wants 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. Use different page layouts for Opportunity types based on the user profile.
B. 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

C. Once the required fields are populated, use a sharing rule to share the new fields with the user
D. Hide additional sections on the page layout and show the users how to manually expand them when they want to fill in the field in the hidden sections.

Q125.

Cloud Kicks wants to start tracking how many shoe subscriptions have been sold for each shoe catalog. A master-detail relationship exists between the Subscription cand the Shoe c objects.

What type of field should an app builder create?

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

Q126.

An app builder has created a custom object that should be populated in the Global Search results.

What step should the app builder do to ensure the results are generated in the Global Search?

A. Create a custom tab set to Hidden.

B. Create a search layout.

C. Create a search filter.

D. Create a custom tab set to Default Off.

Q127.

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

What would happen to any existing information if the app builder tries to convert a preexisting Long Text Area field to Text Area?

A. Preexisting information will remain even if it was over 255 characters.

B. Preexisting information will truncate to the first 255 characters.

C. Preexisting information in the field will be completely lost.

D. Preexisting information will cause an error message to pop up.

Q128.

Universal Containers wants to match Opportunity data from Salesforce to the records in a financial database. What is required to configure an indirect lookup relationship in Salesforce between the Salesforce Opportunity records and those in a Financial database?

A. CASESAFE(id)

B. TEXT(id)

C. External ID

D. Salesforce Record ID

Q129.

Universal Containers has several new fields they've requested for the Opportunity Product object.

What should an app builder be able to configure using a formula field?

A. A mix of functions and concatenation of 10 Account fields and 10 Opportunity fields.

B. A combination of the Opportunity's Text and a Description fields.

C. A hyperlink to the parent Account of the parent Opportunity.

D. A Rich Text area field that uses HTML to bold certain characters