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Question 1

Question Type: MultipleChoice

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 bundler to achieve this request?

Options:

- 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 held.
- 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

Question 2

Question Type: MultipleChoice

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

What action should the app builder take?

Options:

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

Answer:

C

Question 3

Question Type: MultipleChoice

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?

Options:

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

Answer:

C

Question 4

Question Type: MultipleChoice

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

Options:

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

Answer:

B, D

Question 5

Question Type: MultipleChoice

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

What should the app builder recommend?

Options:

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

Answer:

D

Question 6

Question Type: MultipleChoice

An app builder at Universal Containers has been asked to add the Chatter feed to a custom object record page.

Which approach should the app builder use?

Options:

- A- Add the standard Chatter feed component.
- B- Add the standard related list component
- C- Add a custom Chatter feed component
- D- Add the Chatter feed component from the AppExchange.

Answer:

A

Question 7

Question Type: MultipleChoice

Universal Containers uses a custom object called Projects. When managers assign projects they set a custom field on the Uroject called Estimated Hours. Once set, users should be able to decrease but not increase the value

How can an app builder meet this requirement?

Options:

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

Answer:

D

Question 8

Question Type: MultipleChoice

Ursa Major Solar (UMS) uses a public sharing model for accounts. UMS would like to move to a more restrictive sharing model but wants the Sales team to continue to have access to all account records with the sales record type.

Which two actions should an app builder complete to implement this change?

Choose 2 answers

Options:

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

Answer:

B, C

Question 9

Question Type: MultipleChoice

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

Which feature on the Lightning app builder should be utilized?

Options:

A- Chatter feed

B- Highlights panel

C- Component visibility filter

D- Related list quick links

Answer:

C

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