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Question 1

Question Type: MultipleChoice

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?

Options:

- 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

Question 2

Question Type: MultipleChoice

The sales Operations team at AWS Computing deletes accounts for a variety of a reasons. The sales ops director is worried that the Sales team may delete accounts that sales reps are actively selling into.

Mow should the app builder keep accounts with open opportunities from being delected?

Options:

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

Answer:

A

Question 3

Question Type: MultipleChoice

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

When should the full sandbox be refreshed?

Options:

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

Answer:

B

Question 4

Question Type: MultipleChoice

Cloud Kicks works on an annual subscription model. When a sales 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 initiate the contract process with the customer.

Which automation solution would meet these requirements?

Options:

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

Answer:

C

Question 5

Question Type: MultipleChoice

The case handling process at Universal Containers includes multiple steps including approvals, notifications, and fields updates. To manage and evaluate all of these changes in a single save operation, an app builder wants to use Process Builder and the Advanced option to let the process evaluate a record multiple times has been selected.

Which two options should the app builder avoid to prevent recursion?

Choose 2 answers

Options:

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

Answer:

B, C

Question 6

Question Type: MultipleChoice

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

Options:

A- Forecast category

B- Stage

C- Lead source

D- Type

Answer:

B, C, D

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