



## Salesforce CRT-403 Mock Exam

Shared by Chapman on 17-06-2026

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## Question 1

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Question Type: MultipleChoice

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The Recruiting team at AW Computing captures the job acceptance and date of hire of a candidate on the Job Application custom object. Once the candidate accepts the recruiter's job offer, the date of hire should be entered and not be changed on subsequent record edit.

Which validation formula should the app builder use?

Options:

- A- NOT(ISBLANK(Job\_Accepted\_\_c)) && ISCHANGED(Hire\_Date\_\_c)
- B- (ISBLANK(Job\_Accepted\_\_c) || NOT(ISCHANGED(Hire\_Date\_\_c)))
- C- NOT{ISBLANK(Job\_Accepted\_\_c) || ISCHANGED(Hire\_Date\_\_c)}
- D- (ISBLANK(Job\_Accepted\_\_c) && NOT(ISCHANGED(Hire\_Date\_\_c)))

Answer:

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A

Explanation:

NOT(ISBLANK(Job\_Accepted\_\_c)) && ISCHANGED(Hire\_Date\_\_c) is the validation formula that the app builder should use to meet the requirement of preventing changes to Hire Date after Job Accepted is entered. This formula will return TRUE if Job Accepted is not blank and Hire Date is changed, which will display an error message and prevent saving the record. The other formulas are not correct or valid.

## Question 2

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Question Type: MultipleChoice

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Universal Containers require different fields to be filled out at each stage of the Opportunity sales process.

What configuration steps can an app builder use to meet this requirement?

Options:

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- A- Set page layout required fields based on the current stage.
- B- Create a Process Builder to prompt the User for field information.
- C- Define record types and page layouts for each stage.
- D- Add the Path component to the Lightning record page.

Answer:

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D

Explanation:

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The app builder should use the Path component to meet the requirement of tracking different fields at each stage of the Opportunity sales process. The Path component is a Lightning component that displays the key fields and guidance for each stage of a standard or custom picklist field, such as the Opportunity Stage field. The app builder can configure the Path component to show the fields that need to be filled out and provide recommendations and sales strategies for each stage. Option A, B, and C are not configuration steps that can meet this requirement.

## Question 3

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Question Type: MultipleChoice

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Universal Containers (UC) delivers purchased containers to remote construction sites. Customers supply UC with crossroads or location markers.

Which field type should the app builder use to capture this information?

Options:

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- A- Number
- B- Geolocation
- C- Reference
- D- External Lookup

Answer:

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B

### Explanation:

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The best choice for capturing geographic location data, such as crossroads or location markers provided by customers, is the Geolocation field type. This field type stores latitude and longitude data, allowing accurate pinpointing of locations on a map. Geolocation fields are suitable for any application that needs to handle coordinates for mapping and proximity calculations.

A: Number field is not specific enough for geographical coordinates.

C: Reference fields link to other records, not geographical data.

D: External Lookup is used to link to external objects, not for storing coordinates. Reference: Geolocation Custom Fields on Salesforce Help



## Question 4

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**Question Type:** MultipleChoice

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DreamHouse Realty (DR) has many properties for sale and wants to identify the highest value of all Offer\_\_c records on each Property\_\_c record.

What solution should the app builder use to meet DreamHouse Realty's needs?

### Options:

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A- Master-Detail Child Object

B- Text Area (Long)

C- Multi-select Picklist

D- Lookup Object



### Answer:

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A

### Explanation:

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The solution that the app builder should use to meet DreamHouse Realty's needs is Master-Detail Child Object. A master-detail relationship can be used to create a parent-child relationship between two objects, where the child records inherit the sharing and security settings of their parent record. The app builder can create a roll-up summary field on the parent object to calculate the highest value of all child records. Option B is incorrect because Text Area (Long) is a field type that allows users to enter up to 131,072 characters on one line, which is not suitable for this requirement. Option C is incorrect because Multi-select Picklist is a field type that allows

users to select multiple values from a predefined list, which is not suitable for this requirement. Option D is incorrect because Lookup Object is not a valid term, but rather Lookup Relationship, which is a type of relationship that links two objects together, but does not support roll-up summary fields.

## Question 5

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Question Type: MultipleChoice

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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?

Options:

- 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:

D

Explanation:

Groups is available in the Chatter section of the navigation menu, not in the selected list for the navigation menu. According to the Salesforce documentation, "Groups appear in Chatter, not in Navigation Menu." Groups is not available in the recent section of the navigation menu, nor is it included in the Smart Search items but unavailable on the navigation menu. Groups is unavailable in the selected list for the navigation menu.

## Question 6

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Question Type: MultipleChoice

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Universal Containers wants to give sales managers the ability to quickly provide sign off on an Opportunity via the Opportunity record page when a sales rep

has discounted a deal by 20% to 30%.

Which two features should be used for this requirement?

Select 2 answers

### Options:

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- A- Validation Rule
- B- Dynamic Actions
- C- Schema Builder
- D- Approval Process



### Answer:

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B, D

### Explanation:

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To facilitate quick managerial sign-off on discounted opportunities:

B . Dynamic Actions: Allows the display of specific actions on the Opportunity record page based on certain conditions, like the discount percentage.

D . Approval Process: Configures a formal sign-off process for records meeting specific criteria, such as discount ranges between 20% to 30%.

Steps to set up:

Configure an approval process for opportunities where the discount is between 20% and 30%.

Use Dynamic Actions to conditionally show the approval action directly on the Opportunity record page based on the discount percentage.

This setup allows sales managers to efficiently review and approve discounted deals directly from the Opportunity record page.

For guidance on setting up approval processes and dynamic actions, refer to Dynamic Actions in Salesforce.

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