Question 1

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

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

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 4

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 5

Question Type: MultipleChoice

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?

Options:

A- Quick Action on the Contracts object

B- Quick Action on the Account object

C- A custom detail page link on the Account object

D- A custom detail page link on the Contract object

Answer:

D

Question 6

Question Type: **MultipleChoice**

Universal Containers wants sales reps to get permission from their managers before deleting Opportunities,

What can be used to meet these requirements?

Options:

A- Process Builder with Submit for Approval action.

B- Approval Process with a triggered Flow process.

C- Approval Process with Time-Dependent Workflow action.

D- Two-step Approval Process.

Answer:

D

Question 7

Question Type: **MultipleChoice**

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:

A- Master-Detail Child Object

B- Text Area (Long)

C- Multi-select Pickllst

D- Lookup Object

Answer:

A

Question 8

Question Type: **MultipleChoice**

Universal Containers implemented an application process that uses custom objects Internships and Applications. The organization-wide default for Internships has been set to private and is the master in the master-detail relationship with Applications. The VP of HR wants to allow edit access to Applications to recruiters.

How should an app builder configure the proper access?

A- Set the organization-wide default on the Applications object to Read/Write.

B- Add a sharing rule that grants the users Read/Write access to the Internship records.

C- Create a queue for the web applications and assign access to the users who will be editing the records.

D- Create a sharing rule that grants the users Read/Write access to the Application records.

Answer:

B

Question 9

Question Type: **MultipleChoice**

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

What automation should the app builder use?

Options:

A- Screen flow

B- Process Builder

C- Apex code

D- Workflow rule

Answer:

C

Question 10

Question Type: MultipleChoice

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

Options:

A- Use Global Actions to make it easy to perform vital functionality on mobile.

B- Avoid using default field values so that the user is required to fill in all fields on the screen.

C- Minimize the amount of formula fields and lookup fields to reduce page load time.

D- Create individual customized layouts for different phone operating systems.

E- Put the most important fields in the compact layout so they are easy to find.

Answer:

A, C, E

Question 11

Question Type: **MultipleChoice**

DreamHouse 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?

Options:

A- Quick action

B- Approval process

C- Validation rule

D- Workflow rule

Answer:
C

Question 12

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?

Options:

A- Master-detail relationship

B- Roll-up summary

C- Formula

D- Lookup relationship

Answer:

A