# Salesforce

## Exam Questions Platform-App-Builder

Salesforce Certified Platform App Builder (SP19)

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**NEW QUESTION 1**
Ursa Major Solar wants to create a relationship between the standard Contact object and a custom Solar Project object Contacts potentially be related to multiple Solar Project objects, and a Solar Project can have multiple Contacts associated with it.
How should an app builder configure the data model?

A. One Master-detail relationship on Conuct and one Master-detail relationship on Solar Project
B. Two Lookup relationships on a new custom object
C. One Lookup relationship on Contact and one Lookup relationship on Solar Project
D. Two Master-detail relationships on a new custom object

**Answer:** A


**NEW QUESTION 2**
AtUniversal Containers, the Account object has a Master-Detail relationship with an Invoice custom object. The App Builder would like to change to a lookup field, but is not able to do so. What could be causing this?

A. The invoice must have at least one Master-Detail field for reporting.
B. The Account record includes Invoice roll-up summary fields.
C. The Invoice records have existing values in the Account.
D. The Account is included in the workflow on the Invoice object.

**Answer:** B


**NEW QUESTION 3**
Ann app builder has been to display an overdue date that is two months after a tasks due date. Which approach should the app builder take?

A. Use process builder and set overdue date equal to DueDate + ((365/12)*2)
B. Create a formula field using DueDate + 60
C. Use process builder and set overdue Date equal to DueDate + 60
D. Create a formula field using the ADDMONTHS () function

**Answer:** D


**NEW QUESTION 4**
Northern Trail Outfitters wants to broadcast an email to 7,000 contactsm Salesforce on a regular basis but realizes Salesforce is mass functionality has a limitation on the number erf emails that can be sent each day.
What action should the app builder take?

A. Request Salesforce increase the number of maximum daily emails.
B. Develop Apex code and bghtnrrvg web component to send dairy 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 tha emails.

**Answer:** C


**NEW QUESTION 5**
Cloud Kicks has three types of customer support processes: Platinum, Diamond, and Bronze. The app builder created separate record types for each process on the Case object. The customer support team should be unable to create new cases with the Bronze record type.
How should this requirement be met?

A. Update the organization-wide defaults to private for Case.
B. Update the support team profile to remove the Bronze record type.
C. Create permission set group for Case that includes Platinum and Diamond record types.
D. Make the record type hidden to supportusers; update sharing roles to private.

**Answer:** C


**NEW QUESTION 6**
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?

A. Master-Detail Child Object
B. Text Area (Long)
C. Multi-select Pickllst
D. Lookup Object

**Answer:** A


**NEW QUESTION 7**
DreamHouse Realty wants to track how many lifts are being installed into customer garages. The To Be Installed custom checkbox field on the custom Lift object should be checked and an external system should be notified via an outbound message the nextday when a lift is sold.
What automation tool should be used to complete this task?

A. Approval process
B. Workflow

C. Flow
D. Process Builder

**Answer:** B


## NEW QUESTION 8
Universal Containers uses a private sharing model for opportunities. This model CANNOT be changed due to a regional structure A new sales operations team has been created. This team needs to perform analysis on Opportunity data, all should have read arid write access to all Opportunities.
What are two recommended solutionsfor the app builder to give the users appropriate access? Choose 2 answers

A. Create a criteria based sharing rule to all opportunities with the sales operations public group.
B. Add a manual share for all opportunities with each user on the sales operations team.
C. Add a permission set with 'View All'' and 'Modify All'' opportunity permissions enabled.
D. Create a criteria-based sharing rule to share all opportunities with the sales operations private group

**Answer:** B


## NEW QUESTION 9
Ursa Major Solar's sales team has been struggling to enter data on mobile since rollout; the team dislikes scrolling through all of the fields to input only the necessary data.
How could the app builder solve this with minimal impact to desktop users?

A. Filter components by device using Form Factor.
B. Reorder the fields to make sense for the reps when in the field.
C. Updatethe training documentation with better screenshots.
D. Deselect the phone radio button on the Lightning record page assignment.

**Answer:** B


## NEW QUESTION 10
A Service Coordinator (SC) for Ursa Major Solar (UMS) does a final review of work orders owned by a technician for a specific region before the records are submitted for an invoice. Beforeclosing out the work order, the SC needs to modify data or remove attachments that 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. Give the SC a permission set with the Modify All Data system permission.
B. Put the SC in the role hierarchy above the technicians whose work orders they review.
C. Create a workflow rule that updates records owned by technicians in that regionwith the SC.
D. Change work order access on the SC's profile to 'Modify All.

**Answer:** B


## NEW QUESTION 10
Universal Containers wants to display the real-time stock price for each Account on the Account record page. How should an app builder implement this request?

A. Create a Lightning Web Component.
B. Install a solution from the AppExchange.
C. Build a Flow that uses API calls.
D. Use a scheduled Apex job.

**Answer:** B


## NEW QUESTION 15
Universal Containersuses a custom object called Reviews to capture information generated by interviewers during the candidate process. The Review records are visible to any user that has access to the related custom Candidate record. The VP of Human Resources wants the comment field on the Review to be private to anyone outside of the MR department
How should the app builder meet thts requirement?

A. Create a page layout with the field and use field-level security to hide the field from all other users.
B. Create an Apex sharing rule to share the field with users that have "MR'' in their role.
C. Create a sharing rule to share the field with the VP of HR with Role and Subordinates.
D. Create a page layout with the field for HR users and another page layout without the field forall other users.

**Answer:** A


## NEW QUESTION 19
Universal Containers has a custom picklist called Support Level on the Account object. They would like to show the real-time value of Support Level on all case records.
How should an app builder implement this requirement?

A. Create a formula field on the Case object using the TEXT function.
B. Create a formula field on the Account object using the ISPICKVAL function.
C. Create a Process Builder and use a field update on the Case object.
D. Create a roll-up summary field using Support Level on the Account object.

**Answer:** C

**NEW QUESTION 21**
Universal Container wants customers to be able to open cases from a public-facing website. What should the app builder use to enable visitors to the website?

A. Outbound message
B. Web-to-case
C. Screen flow
D. Email-to-case

**Answer:** D

**NEW QUESTION 23**
At Universal Containers, the VP of Service has requested a visualindicator flag on each case, based on the case priority. High-priority cases should be flagged red, medium-priority should be flagged yellow, and
low-priority cases should be flagged green. Which formula would accomplish this requirement? Choose 2 answers

A. CASE( Priority, "Low", "img/samples/flag_green.gif", "Medium", "img/samples/flag_yellow.gif", "High", "img/samples/flag_red.gif", "/s.gif")
B. IMAGE( IF(ISPICKVAL(Priority, "Low"), "img/samples/flag_green.gif", IF(ISPICKVAL(Priority, "Medium"), "img/samples/flag_yellow.gif", IF(ISPICKVAL(Priority, "High"), "img/samples/flag_red.gif"))), "Priority Flag")
C. IF(ISPICKVAL(Priority, "Low"), "img/samples/flag_green.gif", IF(ISPICKVAL(Priority, "Medium"), "img/samples/flag_yellow.gif", IF(ISPICKVAL(Priority,"High"), "img/samples/flag_red.gif", "/s.gif")))
D. IMAGE(CASE( Priority, "Low", "img/samples/flag_green.gif", "Medium", "img/samples/flag_yellow.gif", "High", "img/samples/flag_red.gif", "Priority Flag")

**Answer:** BD

**NEW QUESTION 26**
An app builder is creating a custom object called Testimonial__c and wants toconnect Testimonial__c records with both the submitter's
Contact record and Account record. If the Account is deleted, the Testimonial__c should also be deleted. If the Contact is deleted, but the
Account remains, the Testimonial__c should remain. How should this be accomplished?

A. Make both the Contact and Account fields required on the Testimonial__c object and create lookup relationships from Testimonial__c to Contact and to Account.
B. Create a master-detail relationship from Testimonial__c to Accountand a lookup relationship from Testimonial__c to Contact.
C. Make Testimonial__c a junction object between Account and Contact using master-detail relationships.
D. Create a lookup relationship from Testimonial__c to Account and a master-detail relationship from Testimonial__c to Contact.

**Answer:** B

**NEW QUESTION 27**
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. Grouping
B. Bucket Columns
C. Custom Report Type
D. Filters

**Answer:** B

**NEW QUESTION 29**
Which three options art availably when activating a Lightning page from the Lightning App Builder? Choose 3 answers

A. Assign the page to a combination of apps and profiles.
B. Assign the page to a combination of apps and permission sets.
C. Make the page the org default.
D. Make the page the default homepage for specific roles.
E. Make the page the default homepage for specific apps.

**Answer:** ACE

**NEW QUESTION 32**
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. Access to the necessary object is unavailable.
B. The report type is in a status of Deployed.
C. Access to Create and Customize Reports is disabled.
D. The report type is in a status of In Development.

**Answer:** D

**NEW QUESTION 36**
An app builder at Northern Trad Outfitters created a sandbox template for Accounts, Projects, and Project Milestones to reconfigure some flows for the project management app.
Which type of testing environment should the app builder create?

A. Developer

B. Partial Copy
C. Developer Pro
D. Scratch Org

**Answer:** B

## NEW QUESTION 38
At Universal containers, all US Sales reps should be able to view the US Team dashboard, however, only the US sales directors should be able to see the data in the component and view its source report. How can an app builder ensure the proper access is granted?

A. Make the US Sales Director the running user and share the dashboard folderwith the role US Sales Rep
B. Make the dashboard dynamic and give US Sales Reps the view my teams dashboard permission
C. Share the dashboard folder with roles and subordinates of the US Sales Director and share the report folder with the role of US SalesDirector
D. Share the dashboard with the public group US Sales Reps and share the dashboard source reports folder with the US Sales Director profile

**Answer:** D

## NEW QUESTION 42
The developer at Universal Containers wants to test code in a sandbox environment. In order to ensure the code works properly, the sandbox needs to have at least half a gigabyte of data. The sandbox will need to be refreshed after each three-day sprint.
What type of sandbox should the App Builder provision to the developer?

A. Developer
B. Full Copy
C. Developer Pro
D. Partial Data

**Answer:** C

## NEW QUESTION 47
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. Salesforce Record ID
B. TEXT(Id)
C. External ID
D. CASESAFE(Id)

**Answer:** C

## NEW QUESTION 51
Cloud Kicks (CK) wants to quickly insert a list of over 60,000 net new Accounts. The template based on CK's data model was used to populate the list.
Which tool should be used?

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

**Answer:** C

## NEW QUESTION 54
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. 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 formulafields 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:** ACE

## NEW QUESTION 58
UniversalContainers uses a custom picklist field Account Region on 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 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.
B. Create a formula field on the Contact object > Set the value of the formula to ISPICKVAL(Account.Account_Region__c).
C. Create a formula field on the Contact object > Set the value of the formula to TEXT(Account.Account_Region__c).
D. Create a text field called 'Account Region' on Contact object > Create a workflow ruleto update this picklist field if the Account Region field on the Account is changed.

**Answer:** C

**NEW QUESTION 59**
The CFO of Cloud Kicks needs to sign off on any major show 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. Approval Process
B. Email Alert
C. FieldUpdate
D. Workflow Rule

**Answer:** A


**NEW QUESTION 63**
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 totell when maintenance was last done on on asset to help determine If they are meeting contract agreements, but the last maintenance date can be difficult to 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 maintenance work order gets closed.
What tool should an app builder recommend to help meet this requirement?

A. Visualforce
B. Roll-up Summary
C. Apex Trigger
D. Flow

**Answer:** D


**NEW QUESTION 68**
Universal Containers has a single Contact Lightning record page. A component takes up a lot of room on the page and is NOT needed by users with a Marketing profile.
What should the app builder use to solve this Issue?

A. Detail page layouts
B. Component visibility filter
C. Field-level security
D. AppExchange

**Answer:** B


**NEW QUESTION 71**
An app builder is creating a Lightning record page and has added Mobile & Lightning Actions to thepage layout.
What two components could be included on the layout to display the actions? Choose 2 answers

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

**Answer:** AC


**NEW QUESTION 73**
Ursa Major Solar wants to convert the relationship between Galaxy and Star from a lookup relationship to a master-detail relationship so each Galaxy record can be equipped with a roll-up summary count of Star records.
Which twoconsiderations should be made? Choose 2 answers

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

**Answer:** AD


**NEW QUESTION 74**
An app builder at Ursa Major Solar has been working on a new custom app in a sandbox that has been upgraded to the next major Salesforce version, and their production instance is still on the current Salesforce version. The development is complete and they are ready to deploy a change set.
What should the app builder consider when planning the deployment?

A. It will fall if there is a feature only available In the next version.
B. The change set components will be upgraded to the next version in production.
C. The change set will be automatically deployed when production is upgraded.
D. The deployment is not possible due to different versions.

**Answer:** A


**NEW QUESTION 78**
An app builder has created a custom Lightning App and wantsto make it available to the internal users at Universal Containers.
Which two steps are necessary to accomplish this task?
Choose 2 answers

A. Add the app to a Visualforce page.
B. Upload the app to Static Resources.
C. Create a subdomain using My Domain.
D. Build a Custom Tab for the app.

**Answer:** AD

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**NEW QUESTION 81**
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. Streams
B. Polls
C. Out of Office
D. Topics

**Answer:** BC

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**NEW QUESTION 85**
Ursa Major Solar is ramping up the sales team to meet increased demand. As part of the short ramp up for these newreps, 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

**Answer:** D

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**NEW QUESTION 87**
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 inSalesforce; however, UC would still like to use reports, queries, and lookups on the archived information.
Which two options could meet this requirement? Choose 2 answers

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

**Answer:** AD

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**NEW QUESTION 91**
Universal Containers needs the 18-digit record ID from Opportunity records when exporting data to Excel in order to ensure each record istreated uniquely.
What formula should an app builder use to create this new field?

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

**Answer:** B

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**NEW QUESTION 93**
Universal Containers conduct evaluations of their sales reps using a custom object consisting of numerical scores and executive comments. The company wants to ensure that only the sales reps, and their manager's executive can view the rep's evaluation record but the reps should not be able to view the executive comment field on their review. How can these requirement be met?

A. Use a private sharing modelgranting record access using hierarchy; manage field access with record types and field-level security
B. Use a private sharing model granting record access using custom setting; manage field access with page layouts and field level security
C. Use aprivate sharing model granting record access using hierarchy; manage field access with field-level security
D. Use a private sharing model granting record access using custom setting; manage field access with record types and page layouts

**Answer:** C

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**NEW QUESTION 97**
How should an app builder configure access to a contact's Twitter profile for Salesforce mobile app users?

A. Add a formula field to the Contact page layout.
B. Add an AppExchange Lightning Component to the mobile app.
C. Add the Twitter component to mobile view Lightning pages.
D. Add a Twitter Quick Action to the mobile navigation.

**Answer:** C

**NEW QUESTION 102**
An appbuilder has modified a Lightning record page for a case and has added an email button item to the page layout; however, users are unable to see the new item on the layout.
What are two potential reasons why users are unable to view the item on the CaseLightning record page? Choose 2 answers

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

**Answer:** BD


**NEW QUESTION 106**
Universal Containers has deployed custom tabs to Production via changes sets, without including the profile settings or permission sets.
What is the settings for the visibility of custom tabs?

A. Custom tabs are default off forall users.
B. Custom tabs are default on for all uses.
C. Custom tabs are hidden for all users.
D. Custom tabs are NOT deployed.

**Answer:** A


**NEW QUESTION 111**
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. Add a rich text area tothe Case Lighting page > Set the component visibility of the rich text area to show when the account support level is platinum.
B. 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.
C. 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.
D. Clone the Case Lightning page > Add a rich text areato the new page, and assign this page to platinum accounts.

**Answer:** A


**NEW QUESTION 113**
The Recruiting ream at AW Computing captures thejob 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 cecord edit.
Which validation formula should the app builder use?

A. NOT(ISCLANK(Job_Accepted_c)) && ISCHANGED(Hire_Date_c)
B. (ISBLANK(Job_Accepted_c) II NOT(ISCMANGED(Mire_Daie_c))
C. NOT{IS&IANK(Job_Accepted_c)) II ISCHANGED(Hire_Date_c)
D. (ISBLANK(Job_Accepted_c) && NOT(ISCHANGED(Hire_Date_c))

**Answer:** A


**NEW QUESTION 116**
Universal Containers would like to automatically assign a specific permission set to new users. How can this requirement bemet? Choose 2 Answers

A. Create an approval process on the User object to assign a permission set
B. Create a flow on the user object to assign a permission set.
C. Create a lightning process on the user object to launch a flow.
D. Create a workflow rule on the User object to assign a permission set.

**Answer:** CD


**NEW QUESTION 117**
Universal Containers wants to streamline its data capture process by linking fields together. They wish to do this sothat the available value on dependents fields are driven by value selected on controlling fields. Which consideration supports the stated requirements? Choose 3 answers

A. The import wizard only allows value to be imported into a dependent picklist if theymatch the appropriate controlling field
B. Custom picklist field can be either controlling or dependent field
C. Multi select picklist can be dependent picklist but not controlling fields
D. Standard and custom picklist fields can be dependent fields.
E. Checkbox fields can be controlling fields but not dependent fields

**Answer:** BCE


**NEW QUESTION 121**
Universal Containers (UC) has created a picklist field called Status on three separate custom objects. UC has a requirement to share the list of values for this field across each object.
Whichfeature would an app builder use?

A. Field Update
B. Global Picklist Value Set

C. Dynamic Action
D. Dependent Picklist

**Answer:** B

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**NEW QUESTION 124**
universal containers is migrating its sales operations from alegacy system that was used. opportunities need to be imported with the proper country currency.
Which two steps should an app builder configure to meet these requirements ?
Choose 2 answers.

A. Include the currency ISO code in all currency fields in the import file.
B. Use Data Loader to import the records.
C. Include the currency ISO Code Column in the import file.
D. Use import the currency ISO Code Column in the import file.
E. Use Import Wizard to import the records.

**Answer:** AB

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**NEW QUESTION 125**
A sales manager at Cloud Kicks wants 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 this goal without sacrificing data quality?

A. Research and evaluate data enrichment products on the AppExchange to automate data entry.
B. Post daily to the Chatter feed any relevant fields that need to be populated.
C. Use Flow to create a data entrywizard to automate data entry.
D. Use a combination of workflow rules and formula fields to populate key fields for the sales user.

**Answer:** A

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**NEW QUESTION 128**
Cloud Kicks (CK) captures all shipping information in a custom object called Shipments__c. CK's app builder is tasked with creating an approval process to ensure department members canapprove all overnight shipments.
Where should the app builder route the approval request?

A. Hierarchy field
B. Role
C. Public group
D. Queue

**Answer:** D

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**NEW QUESTION 132**
UC has arequirement that an opportunity should have a field showing the value of its associated account's billing state. This value should not change after the opportunity has been created. Is there a recommended solution to configure this automated behavior?

A. Formula field
B. Apex
C. Workflow
D. Roll-up summary field

**Answer:** C

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**NEW QUESTION 134**
Universal containers wants to display the real time stock price for each account on the account record page. How should an app builder implement this request?

A. Add a dynamic report to the page layout
B. Create a lightning webcomponent
C. Install a solution from the appexchange
D. Build a visual flow that users API calls

**Answer:** C

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**NEW QUESTION 138**
An app builder installs an unmanaged package in a full copy sandbox that ts an exact match for production, and now they are ready to install it m production.
When the app builder attempts to install the package in production, it fails.
Why did the package fail to install?

A. Incorrect license types
B. Package features not compatible
C. Object limits exceeded
D. Apex unit test failures

**Answer:** D

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**NEW QUESTION 143**

Containers have the Account object's Organization-Wide Default set to Private. The marketing team owns Accounts; however, they also need to be able to see the sales team's Accounts. Both the sales and marketing teams are in completely different branches of the rote hierarchy.
What feature should be used to enable marketing to see sales-owned accounts.

A. Public Group
B. Flow
C. Workflow
D. Sharing Rules

**Answer:** D


**NEW QUESTION 145**
Universal Containers wants sales reps to get permission from their managers before deleting Opportunities, What can be used to meet these requirements?

A. Process Builder with Submit for Approval action.
B. ApprovalProcess with a triggered Flow process.
C. Approval Process with Time-Dependent Workflow action.
D. Two-step Approval Process.

**Answer:** D


**NEW QUESTION 147**
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 into the Secure Commitment Stage to eliminatemanual submission.
Which three features would meet the business requirements? Choose 3 answers

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

**Answer:** BCE


**NEW QUESTION 151**
What option is available to an App Builder when defining an object-specific Create Record custom action? Choose 2 answers

A. Pre-Defining field values on the target object.
B. Redirecting the end user to the detail page of the target object
C. Specifying the fields and layout of the action.
D. Allowingthe end user to choose the record type

**Answer:** AD


**NEW QUESTION 153**
An app builder at Cloud Kicks created acustom object and related fields in the schema builder. What next steps should the app build take to ensure users can access the new object and fields?

A. Create a permission set for access to the object and fields.
B. Allow reporting for the object and fields.
C. Assign data types to the fields on the object.
D. Add the fields to the page layout on the object.

**Answer:** D


**NEW QUESTION 154**
Universal Containers wants to improve the 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 Account object
C. Quick Action on the Opportunity object
D. Process Builder triggered from Account update

**Answer:** B


**NEW QUESTION 155**
Universal Containers wants to understand return on investment for the latest advertisingbuy. They currently use a private security model for all objects.
What should an app builder recommend?

A. Utilize Account Hierarchies and Roil-Up Summary fields
B. Run an opportunities pipeline report
C. Change to a public security model
D. Configure Campaign Hierarchies and Campaign statistics

**Answer:** D

**NEW QUESTION 159**
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 shouldthe app builder utilize?

A. Thanks
B. Publisher Actions
C. Topics
D. Feed Tracking

**Answer:** D


**NEW QUESTION 161**
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. An app builder is unable to change a lookup to a master-detail relationship.
B. An object can have up to two master-detail relationships.
C. A trigger on save or update can kick off calculations.
D. A value is required in all records ofthe lookup field prior to converting to a master-detail relationship.

**Answer:** AB


**NEW QUESTION 163**
Managers at UniversalContainers want a quick way to create additional accounts to form a hierarchy from a Parent Account record They want to auto-populate five fieids based on the parent to make it easier for users to create the child accounts quickly.
What should the app builder recommend?

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


**NEW QUESTION 168**
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?

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

**Answer:** C


**NEW QUESTION 173**
An app builderneeds to create new automation on an object.
What best practice should the app builder follow when building out automation?

A. One Workflow rule per object.
B. One Flow per object.
C. One invocable process per object.
D. One record change process perobject.

**Answer:** C


**NEW QUESTION 176**
Nickname__c is a custom text field on a contact record that is utilized to overridethe contact name appearing on an email template. This field is not required and is not always filled in.
Which formula should an app builder use to select the contact's preferred name for email communications?

A. IF(NOT(ISBLANK(Nickname__c)),Nickname_c,FirstName)
B. IF(TEXT(Nfckname__c), Nickname_c,FirstName)
C. IF(ISNUUL(Nteknarne _..c),Nicknamec,Firstftame)
D. IF(NOT(BLANKVALUE(Nickname__c)),Nickname__c, FirstName)

**Answer:** A


**NEW QUESTION 181**
An App Builder at UVC would like to prevent users from creating new records on an Account related list by overridingstandard buttons. Which two should the App Builder consider before overriding standard buttons?

A. Standard buttons can be changed on lookup dialogs, list views, and search result layouts
B. Standard buttons can be overridden with a Visualforce page
C. Standard buttons that are not available for overrides can still be hidden on page layouts

D. Standard buttons can be overridden, relocated on the detail page, and relabeled

**Answer:** BC

## NEW QUESTION 186

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

**Answer:** D

## NEW QUESTION 189

The app builder at UrsaMajor Solar has just created a master-detail relationship between a parent object Galaxy__c and child object Star__c.
What would be the effect of creating this type of relationship if users want to report on Galaxy__c with Star__c?

A. A Star__c report typewith Galaxy__c as a field will be automatically created.
B. A new custom report type will need to be created for Star__c with lookup fields from Galaxy__c.
C. A Galaxy__c with Star__c report type will be automatically created.
D. A new custom report typewill need to be created for Galaxy__c with Star__c.

**Answer:** D

## NEW QUESTION 192

Universal Containers has a new custom object for Invoices that includes an InvoiceNumber field, Before the Invoice object can be used, invoices will be migratedfrom an external system maintaining their current InvoiceNumber. After the migration, salesforce will be the system of record and each new Invoice created in Salesforce must have a unique InvoiceNumber.
How should the app builder configure the InvoiceNumber field?

A. Create a Text filed for the original InvoiceNumber and an AutoNumber field for the Salesforce InvoiceNumber.
B. Create a Text field and mark it as a unique external ID field.
C. Create a Text field, then change it to AutoNumber after the migration.
D. Create an AutoNumber field and migrate the Invoices

**Answer:** B

## NEW QUESTION 196

An App Builder is loading the data into salesforce. To link the new records back to the legacy system, a field will be used to track the legacy ID on the account object. For future data loads this IDwill be used when upserting records. Which field attribute should be selected? Choose 2 answers

A. Unique
B. Required
C. External ID
D. Text (encrypted)

**Answer:** AC

## NEW QUESTION 201

An App Builder wants to deploy a new version of an auto launched flow to production in an active state so that the new functionality Is immediately available to users
What should the App Builder rake Into consideration when planning the deployment?

A. Verify there is an Apex test that provides test coverage for the Flow.
B. Grant user access to the Flow.
C. Manually activate the Flow after deployment
D. Include the Process Builder calling theFlow In the deployment

**Answer:** A

## NEW QUESTION 203

An app builder has a custom component they want to make available on the utility bar, but the component isunavailable.
How should the component be tagged?

A. For use on record pages.
B. For use in Lightning App Builder.
C. For use on the utility bar.
D. For use in App Manager.

**Answer:** B

## NEW QUESTION 205

Universal Containers created a 'New Task' custom action on the Opportunityobject. 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 record
B. Related lists
C. Highlights panel
D. Activities

**Answer:** D


**NEW QUESTION 208**
DreamHouseRealty (DR) is expanding into subsidized housing by partnering with local government entitles. DR uses 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 for up to 1,000 characters and better descriptions.
Which two considerations should be made by the team? Choose 2 answers

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

**Answer:** BC


**NEW QUESTION 211**
Northern Trail Outfitters uses a custom object to track travel requests. Rangers want to have automatic posts on a record whenever a travel request has been approved.
Which feature should be used to accomplish this?

A. Auto-response rule
B. Workflow rule
C. Feed tracking
D. Feed quick action

**Answer:** C


**NEW QUESTION 212**
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?

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

**Answer:** C


**NEW QUESTION 213**
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. Path
B. Rich text
C. Related record
D. Tabs

**Answer:** CD


**NEW QUESTION 218**
AnApp Builder at UVC would like to prevent users from creating new records on an Account related list by overriding standard buttons. Which two should the App Builder consider before overriding standard buttons?

A. Standard buttons can be changed on lookup dialogs, list views, and search result layouts
B. Standard buttons can be overridden with a Visualforce page
C. Standard buttons that are not available for overrides can still be hidden on page layouts
D. Standard buttons can be overridden, relocated onthe detail page, and relabeled

**Answer:** BC


**NEW QUESTION 219**
Cloud Kicks has leads owned by users and queues. The sales manager wants the status to change to working when a user takes ownership.
What does an app builder need to have in the criteria to ensure the process runs without error?

A. BEGINS([Lead].OwnerId, ,,005")
B. [Lead].Owner:User.Role Is Null = False

C. [Lead].Owner:Queue.OwnerId Is Null = True
D. NOT(ISBLANK([Lead].OwnerId))

**Answer:** D


**NEW QUESTION 223**
Northern Trail Outfitters hastwo custom objects that are part of a master-detail relationship. What determines the ownership and sharing access of the detail record?

A. The default owner is set in the parent object's settings.
B. The Owner field on the Detail record.
C. The Owner field on the Master record.
D. The owner is set independently on the detail object's settings.

**Answer:** C


**NEW QUESTION 228**
Universal Containers is setting up salesforce for the first time. Management wants the sales and marketing teams to have different navigation names in the salesforce1 mobile app. Which option is available to an app builder to satisfy the requirement?

A. Create sales and marketing profiles to ensure read access to different objects
B. Create roles for sales and marketing and assign a custom homepage layout for each role.
C. Create mobile navigation menus for both the sales and marketing profiles.
D. Create public groups for sales and marketing and create mobile navigation menus for each group.

**Answer:** C


**NEW QUESTION 229**
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__c and the Shoe__c objects.
Which type of field should an app builder create?

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

**Answer:** A


**NEW QUESTION 234**
When an opportunity is closed date is pushed more than 30days, manager approval is required. An approval process is in place but reps frequently forget to submit for approval to run the process.
How can an app builder ensure that these opportunities are submitted into the approval process?

A. Change the entry criteria on the approval process to criteria are met and lock the record on initial submission.
B. Use a validation rule and an email alert to the manager requesting approval.
C. Submit the record for approval from an automated process.
D. Give the managerthe "API Enabled" permission to permit approval responses by email.

**Answer:** C


**NEW QUESTION 236**
Sales Managers want to be automatically notified any time there rs a change to an Opportunity Close Date and want thesechanges to be tracked on the Opportunity.
Which two configurations should an app builder recommend? Choose 2 answers

A. Create an Opportunity outbound message.
B. Use Process Builder on Opportunities and a Chatter post action.
C. Activate Historical Trending for Opportunities.
D. Enable Feed Tracking on Opportunities.

**Answer:** BC


**NEW QUESTION 240**
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. Minor
C. Major
D. Rollback

**Answer:** A


**NEW QUESTION 242**

The appbuilder needs to change the data types of new custom fields. The app builder is not able to delete and recreate any of the fields, nor modify any apex code. Which data type change will require the app builder to perform the additional steps in order to retain existing functionalities?

A. Changing the data type of a field used in an apex class from number to text.
B. Changing the data type of a field used in a report from a text to an encrypted field
C. Changing the data type of a field used as an external id from number to text.
D. Changing the data type of a field used in lead conversion from number to text

**Answer:** C


**NEW QUESTION 245**
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 troubleshoot this issue? Choose 3 answers

A. Create an Account Sharing Rule to give the users access to all records.
B. Confirm whether Default Organization-Wide Sharing Settings provide access to the Account.
C. Review the Contact record and ensure it is linked to an Account.
D. Verify the users with the issue have access to the Contact object.
E. Create a new Contact and have the users try again.

**Answer:** BCD


**NEW QUESTION 249**
An app builder wants to use Process Builder to automate some of the work being done by the sales team. What are three capabilities ofProcess Builder that can improve productivity?
Choose 3 answers

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

**Answer:** ABE


**NEW QUESTION 253**
Sales reps at Universal Containers use Salesforce on their mobile devices. They want a way to odd new contacts quickly and then follow up laterto complete the additional Information necessary.
What mobile solution should an App Builder recommend?

A. Customize the mobile menu to move Contacts to the top.
B. Build a global action to create Contacts.
C. Add a compact layout to Contacts.
D. Use Pathand set pre-defined values

**Answer:** B


**NEW QUESTION 256**
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