Salesforce

Exam Questions Platform-App-Builder

Salesforce Certified Platform App Builder (SP19)

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
After universal containers converted qualified leads. Sales reps need to be able to report on converted leads. How should an app builder support for this requirement ?

A. Enable preserve lead status in the leadconversion settings
B. Assign the representative view and edit converted leads permission
C. Ensure the representative has read access to the original lead records
D. Create a custom report type with converted leads as the primary object

Answer: A

NEW QUESTION 3
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 4
Cloud Kicks wants to know the total value of all won Opportunities for Accounts and display it on the record. What type of summary should the app builder use in the roll-up summary field?

A. Count
B. Q Max
C. Sum
D. Min

Answer: C

NEW QUESTION 5
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 6
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 7
The app builder at Cloud Kicks has created a custom object named Delivery__c to track the details of products shipped to customers.
Which two actions should the app builder take to prevent users in the shipping department from deleting delivery records?
Choose 2 answers

A. Remove the Delete permission from the Shipper profile.
B. Change the organization-wide default of deliveries to Private.

C. Remove the delete button from the Delivery page layout.
D. Use a permission set to remove the Deletepermission.

Answer: AC

NEW QUESTION 8

Which two places can an app builder go to see a list of available Custom Lightning components in their org? Choose 2 answers

A. Visualforce components in Setup
B. Lightning component Generator
C. Lightning App Builder
D. Lightning components in Setup

Answer: CD

NEW QUESTION 9

Cloud Kicks wants to make sure that users without the Marketing role are unable to update the Contact Retail Opt In picklist field to Yes.
What validation rule would an app builder use to prevent other users from making this update?

A. AND($UserRole.Name != 'Marketing',ISCHANGED(Retail_Opt_In__c), ISPICKVAL(Retail_0pt_In_c,"Yes"))
B. AND($UserRole.Name != 'Marketing', Retail_Opt_In_c = "Yes")
C. AND($UserRole.Name = 'Marketing', ISPICKVAL(Retail_Opt_In_c,"Yes"))
D. AND($UserRole.Name = 'Marketing', Retail_Opt_In__c= "Yes")

Answer: A

NEW QUESTION 10

To increase adoption, Universal Containers is proposing changes to its Salesforce data model to allow easier visibility for sales reps into key metrics. The proposal has three custom objectsrelated to the Account object, one with a master-detail, and two that are not. Each of these objects has 15 fields they would like to summarize on the Account object.
What are two considerations for this proposal? Choose 2 answers

A. Roll-up summaries allow MAX, MIN, SUM, COUNT, and AVG.
B. An object can have 20 object references.
C. An object can have 25 roll-up summaries.
D. Roll-up summaries are limited to master-detail relationships.

Answer: AC

NEW QUESTION 10

What are two reason to create an unmanaged package? Choose 2 answers

A. Distributing open-source projects on the AppExchange.
B. Publishing anapplication for sale on the AppExchange
C. Deploying from a Developer Edition environment
D. Distributing upgradeable components to other Salesforce org

Answer: AD

NEW QUESTION 14

What should an app builder consider when choosing a template for a new Lightning record page?

A. The template is unable to be changed after the initial save.
B. To view the record page, users need "View All Data" permissions for the object.
C. A Page structure will automatically adapt to the device being used to view the record page.
D. Select a new template for each type of device users use to view the record page.

Answer: C

NEW QUESTION 15

The VP of Sales at Universal Containers has askedthe app builder to let sales reps create opportunity records directly from the account, with a number of fields pre-populated.
Which feature should the app builder use to allow users to create the opportunity?

A. A quick action
B. A default action
C. Acustom button
D. A custom link

Answer: A

NEW QUESTION 20

Cloud Kicks wantsto set up a new opportunity approval process and execute various action items based on the initial submission.
Which three action types should an app builder use in the approval process? Choose 3 answers

A. Email Alert
B. Outbound Message
C. Task
D. Invocable Flow
E. Invocable Process Builder

Answer: ABC

NEW QUESTION 21
Cloud Kicks has created acustom object called Interests which is joined to Accounts by way of a junction object called Account Interest.
What is the impact to users attempting to view an Account and the associated Account Interest records if they are without read access to the Interest object?

A. Users will be able to view the Account Interest records and will have read-only access to the Interest records.
B. Users will be unable to view Account records that have a related Account Interest record.
C. Users will be unable to view the Account Interest records or the Interest records.
D. Users will be able to view the Account Interest record, but unable to view the field or any information relating back to the Interest record.

Answer: B

NEW QUESTION 22
On the Account Lightning record page, users need to see ten fields and the ability to sort and wrap text on their Related Lists.
What Related List type would the app builder select for the Related List Lightning component?

A. Enhanced List
B. Basic List
C. ListVlew
D. List Class

Answer: A

NEW QUESTION 24
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 25
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 26
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 28
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?

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

NEW QUESTION 32
At Ursa MajorSolar there is a requirement for a new field called Planet Details on the Planet object where users can write detailed descriptions that can include pictures and links.
What field type should the app builder utilize to fulfill this requirement?

A. Long Text Area
B. Rich Text Area
C. Multi-Select Picklist
D. URL

Answer: A

NEW QUESTION 33
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 37
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 38
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 42
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 43
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 44
universal containers hasseveral large customers that sell their products through dealers. Each customer and dealer has an individual rep who works directly with

uc and each is billed separately. How can an app builder implement these requirements?

A. Create a single account record, add each rep as a contact and create a custom dealer object
B. Create both customer and dealer as accounts, add each rep as a contact on the corresponding account and create an account hierarchy.
C. Create a single parent record, add each rep as a contact to the parent account and add each dealer as a child record
D. Create both customer and dealer as accounts, create account teams on each account and associate the dealer records with the parent account.

Answer: B

NEW QUESTION 48
An appbuilder 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?

A. Screen flow
B. Process Builder
C. Apex code
D. Workflow rule

Answer: C

NEW QUESTION 51
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

NEW QUESTION 55
DreamHouse Realty is rethinking its sandbox utilization strategy after acquiring Cloud Kicks. The Salesforce COE already utilizes a partial and a full sandbox, which it refreshes on their own regular schedules. Teams are expanding and have to begin each of their small projects in a sandbox before committing to the larger pool for collaborative testing while still keeping costs down.
What type of sandbox should each team member use?

A. Full sandbox
B. Developer sandbox
C. Developer pro sandbox
D. Partial sandbox

Answer: B

NEW QUESTION 58
A Cloud Kicks employee submitted an opportunity for approval by their manager.
What would happen if the employee attemptsto edit the description field after submission?

A. User will be presented with a 'Record Lock' notification.
B. User will be able to edit the description field only.
C. User will see the record is now owned by their manager.
D. User will be able to edit the name, but unable to edit the description.

Answer: A

NEW QUESTION 62
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 65
An app builder received a request to extend record access beyond theorganization-wide defaults configured. Which two features satisfy this requirement?
Choose 2 answers

A. Sharing Rules
B. Public Groups
C. Permission Set Groups
D. Manual Sharing Rules

Answer: AB

NEW QUESTION 66
A user is unable to use inline editing on a list view. A quick check verifies the user should be able to perform inline editing as they have been assigned the appropriate permissions.
Which two conditions should the app builder review? Choose 2 answers

A. If the list view restricts sharing for the user
B. If the list view selected is the recently viewed list view
C. If the list view contains a chart created by the user
D. If the listview contains more than one record type

Answer: AD

NEW QUESTION 71
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

NEW QUESTION 73
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

NEW QUESTION 76
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

NEW QUESTION 80
Which three Salesforce functionalities are ignored when processing field updates in workflow rules andapproval processes?

A. Multiple currencies
B. Field-Level Security
C. Validation Rules
D. Record type picklist value assignments
E. Decimal places and character limits

Answer: ADE

NEW QUESTION 83
universal containers has 20 different workflows on the opportunity object. To ensure that updates are processing properly for all field updates uc has the re-evaluete workflow rules after field change checkbox checked. Recently after adding a new workflow, users have reported receiving errors about workflow limits.
What should a app builder look at so address this?

A. Talk to a developer about apex code issues
B. Number of workflows per object limits
C. Workflows that cause each other to fire back and forth recursively
D. Workflows on other objects that are being re triggered

Answer: C

NEW QUESTION 88

Cloud Kicks (CK) keeps track of its shoe inventory in Salesforce. When an order's status is changed to Activated, the inventory for the ordered shoe is reduced.At that point, a SOAP web service on the CK website must be called so that the website is updated to display the correct inventory amount for the shoe.
What should an app builder use to communicate to the CK web service when a shoe's inventory has changed?

A. After-Save Record-Triggered flow
B. Before-Save Record-Triggered flow
C. Process Builder
D. Workflow rule

Answer: D

NEW QUESTION 90
A custom field on an account is used to track finance information about a customer. Only members of the Finance Team have access to this field. However, the business wants to allow one customer service agent, who is assigned the customer service profile, read-only access to this field for special circumstances. What is the recommended solution to grant the customer service agent access to the field?

A. Create a permission set that allows read-only access to the field via Field Level Security and assign it to the agent.
B. Create a new profile to allow for read-only access to the field via Field Level Security and assign it to the agent
C. Update the Customer Service Profile already assigned to the agent to allow for read-only access to the field via Field Level Security
D. Update the custom field's Field Level Security in setup to allow the agent read-only access to the field.

Answer: A

NEW QUESTION 92
When a deal is closed- won, it has to be approved by the owner's manager prior to being added to the leaderboard for a quarterly sales competition. An opportunity is won on the last day of the quarter and themanager is on vacation.
What is recommended to ensure all of the appropriate deals are reviewed and the leaderboard is up to date?

A. Forward the approval request to the manager's assistant.
B. Set up a delegated approver for the manager
C. Have the manager log on and reassign the approval request
D. Use Process Builder to assign a delegated approver.

Answer: B

NEW QUESTION 93
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 topermanently 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?

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

Answer: A

NEW QUESTION 96
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 101
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 102
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 106
Accounts at Universal Containers are currently readable by all users but editable only by their owners. Management wants to designate some Accounts as VIP Accounts. Only Account ownersshould have read access to these VIP accounts.
Which two actions should an app builder take to meet the requirements? Choose 2 answers

A. Implement a sharing rule.
B. Configure a permission set.
C. Set up an Account Team.
D. Change organization-widedefaults.

Answer: AC

NEW QUESTION 108
The finance manager at Universal Containers wants to receive a new business notification emaileach time a new client is won. The sales manager wants to receive a task letting them know to onboard the new client unless it is a top-tier client.
Which automation tool should an app builder use to best address all these requests?

A. Record-triggered flow
B. Screen flow
C. Apex
D. Approval process

Answer: A

NEW QUESTION 110
The convert button on leads should NOT appear until the lead status picklist is set to a qualified. What should an app builder suggest to meet these requirements?

A. Picklist dependency, page layouts, record types
B. Custom button, validation rule, record types
C. Process builder field update, quick action, record type
D. Page layout, record types, process builder field update

Answer: D

NEW QUESTION 115
Sales reps at Universal Containers create multiple quotes per opportunity.
What automation tool should an app builder recommend to delete rejected quotes?

A. Approval process
B. Validation rule
C. Workflow rule
D. Flow

Answer: D

NEW QUESTION 118
An app builder wants to create a new field using SchemaBuilder. Who will get access to the new field by default?

A. Standard profiles
B. No profiles
C. Internal profiles
D. All profiles

Answer: C

NEW QUESTION 119
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 122
Universal containers wants to ensure that they are accepting clean data from their users and verify that important fields are entered. Whatshould an app builder recommend to meet this requirement?

A. Update the important fields to be required on the page layout

B. Make a formula field to check the format of the important fields
C. Create a workflow rule to check the fields are formatted correctly
D. Configure a validation to require a field for a specific record type

Answer: D

NEW QUESTION 123

A production org includes custom objects containing confidential Information. A sandbox h needed that Includes data records, excludes all of the confidential objects, and can be refreshed weeklythe confidential objects, and can be refreshed weekly.
What steps should an App Builder take to meet these requirements?

A. Create a Full Sandbox and use a sandbox template
B. Create a Developer Pro Sandbox and schedule Data loader to download selected object data weekly.
C. Create a Partial Copy Sandbox and use a sandbox template.
D. Create a Developer Sandbox and schedule Data loader to download selected object data weekly.

Answer: C

NEW QUESTION 127

A sales rep at AW Computing is unable to find what they are looking for while scrolling through theirChatter feed.
How can a filter be utilized to show only posts from their key account and opportunity records?

A. Create a Chatter group.
B. Create Chatter bookmarks
C. Create a Chatter stream.
D. Create a Chatter notification.

Answer: C

NEW QUESTION 132

Universal Containers has two types of applicants, hourly and salary. There are separate record types for each. Whileall members of the human resource department need to be able to view all applicant records, only the hiring Manager and VP of HR should be able to create salary applicant records.
What should the app builder recommend to meet this requirement?

A. Update the org-wide default to private and create a sharing rule for the role of recruiting manager.
B. Create a permission set containing the salary record type and assign it to the appropriate users.
C. Remove "create" permission for the salary applicant objectfor everyone except the manager and VP.
D. Configure the hourly record type as the default and instruct non-management users to accept the default record type.

Answer: B

NEW QUESTION 135

DreamMouse Realty has a mentorship program that pairs experienced Realtors wrth new Realtors. Each experienced Realtor can mentor one or several new Realtors, and each new Realtor is required to work witha single experienced Realtor they report to for a probationary period.
What type of relationship would an app builder set up to meet this specification?

A. Indirect lookup
B. Many-to-many
C. Master-detail
D. Lookup

Answer: C

NEW QUESTION 139

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 140

Cloud Kicks Is redefining its entire business process to convert the Manager Notes field from a long text area files. The goal is to encourage managers to be more concise In their comments and stay at 255 characters or less. There is preexisting information In the Manager Notes field that often is well beyond the character limit.
Whatwould happen to any existing information if the app builder tries to convert a preexisting long text area field to text area'

A. Preexisting information will truncate to the first 255 characters.
B. Preexisting Information in the field will be completelylost.
C. Preexisting information will remain even if it was over 255 characters.
D. Preexisting information will cause an error message to pop up.

Answer: A

NEW QUESTION 144
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 149
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 152
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 154
Universal Containers manages leads in a Lead qualification queue where sales reps can accept ownership of the Lead. Campaign members are required to have a sales owner.
What validation rule should an app builderconfigure?

A. AND(ISBLANK(Lead.Owner.Id))
B. NOT(ISNEW() && ISBLANK(Lead.Owner:Queue.Id))
C. AND(ISNEW(), ISBLANK(Lead.Owner:User.Id))
D. NOT(ISBLANK(Lead.Owner:Queue.Id))

Answer: D

NEW QUESTION 159
Universal Containers assigns system access via permission sets and permission set groups to ensure each user has proper access. One department with varying levels of support staff has five consistent permission sets they require in order to complete their duties. Some higher-level staff have additional permission sets that are only required for them.
How should an app builder recommend assigning permission sets to users?

A. Utilize the manage assignments button to assign a permission set group and additional individual permission sets to each user.
B. Utilize the manage assignments button to assign each user with the same set of permission set groups and permission sets.
C. Utilize the Data Import Wizard to mass update the desired users with their full list of permission sets and permission set groups.
D. Utilize the Data Loader to mass update the desired users with their full list of permission sets and permission set groups.

Answer: A

NEW QUESTION 161
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 163
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

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

Answer: BC

NEW QUESTION 167
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 172
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 173
Ursa Major Solar (UMS) has a custom object where they track Galactic Vendors. The object has four custom fields for the Galactic Vendors's location:

Street (Street__c)
City (City__c)
Planet (Planet__c)
Galaxy (Galaxy__c)

TheUMS's leadership wants these fields to be concatenated into a single formula field on two lines. Which formula fulfills this requirement?

A)

```
Street & BR() &
City & ", " & Planet & " " & Galaxy
```

B)

```
Street
City, Planet Galaxy
```

C)

```
Street__c & BR() &
City__c & ", " & Planet__c & " " & Galaxy__c
```

D)

```
Street__c
City__c, Planet__c Galaxy__c
```

A. Option A
B. Option B
C. Option C
D. Option D

Answer: C

NEW QUESTION 175
Universal Containers has a customer base where many customers have the same or similar company names. Which functionality should be configured to improve

an end user`s search experience?
Choose 2 answers

A. Update the account search layouts view filtersettings.
B. Update the account search layouts search results columnsdisplayed.
C. Update the account search filter fields.
D. Update the account search layouts accounts tab columns displayed.

Answer: BC

NEW QUESTION 178
The Service Manager provided the app builder with color code requirements for case age on open cases. New cases populate a green circle
Day-old cases populate a yellow circle Three day-oldcases populate a red circle
How should an app builder implement this requirement?

A. Formula Field
B. Quick Action
C. Custom Button
D. Lightning Web Component

Answer: A

NEW QUESTION 181
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 185
The DreamHouse Realty (DR) service manager has asked for someimprovements in case management to enforce process compliance so that cases are unable to
be reverted to an earlier case status, and to ensure that certain fields are required when specific case criteria are met.
What solution should an app builder implement to meet these requirements?

A. Workflow Rules
B. Process Builder
C. A Validation Rules
D. Activities Component

Answer: C

NEW QUESTION 190
Properly installing managed packages helps prevent conflicts with customizations made by customers and partners.
What functionality should be used to set up packages?

A. Description
B. Allow sharing
C. Help setting
D. Namespace

Answer: D

NEW QUESTION 194
Universal Containers wants to deliver purchased containers to remote construction address. In these cases the customers will supply UC with the coordinates to
the location.
What type of field should the app builder use to capture this information?

A. Number
B. Goelocation
C. Text
D. External Lookup

Answer: B

NEW QUESTION 199
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 203
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