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QUESTION 1

Universal Containers needs to send an Outbound Message to an external system when a record has been updated.

What is the recommended feature to meet this requirement?

A. Lightning Connect

B. Workflow

C. Process Builder

D. Flow Launcher

Correct Answer: B

QUESTION 2

Universal Containers (UC) has a custom Invoice object and a custom Invoice Line Item object. The Invoice Line Item object has a lookup relationship to the Invoice. UC would like to convert the lookup relationship to a master-detail relationship but is unable to do so.

Which two reasons could be preventing this relationship conversion? (Choose two.)

A. There are already two master-detail relationships on the Invoice Line Item.

B. Invoice Line Item records exist without having the Invoice lookup field populated.

C. Custom objects are unable to be on the detail side of a master-detail relationship.

D. There is a roll-up summary field on the Invoice object.

Correct Answer: AB

QUESTION 3

To leverage flows you need to _____.

A. Have Run Flows permission enabled.

B. Have access to the Visualforce page the flow uses.

C. The flow must be active.

D. All of the above.

Correct Answer: D

QUESTION 4

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 next day when a lift is sold.

What automation tool should be used to complete this task?

A. Workflow

B. Approval process

C. Flow

D. Process Builder

Correct Answer: C

QUESTION 5

In terms of the order of execution, what must be taken into account when using Validation rules and Workflows?

A. The order of execution can be controlled in Salesforce setup.

B. Validation rules fire before Workflow rules therefore will not catch any data that does not abide by your Validation rules.

C. Validation rules fire after Workflow rules, so you must ensure that Workflow rules abide by your Validation rules to avoid errors.

D. Validation rules and Workflow rules fire on separate automation schedules and therefore the order of execution can be ignored.

Correct Answer: B

Salesforce processes any rules in the following order:

1.

 Validation rules

2.

 Assignment rules

3.

 Auto-response rules

4.

 Workflow rules (with immediate actions)

5.

Escalation rules

QUESTION 6

A sales manager would like to look at an Account record and view charts of all the related open opportunities, closed/won opportunities, and open cases.

How many report charts can be added to the Account page layout to meet this requirement?

A. 3

B. 4

C. 2

D. 1

Correct Answer: C

QUESTION 7

What should be done to provide managers access to records of which they are not the owner in a private sharing model?

A. Create a Manager Permission set and select the "View All Data" option

B. Create a Manager profile and select the "View My Teams Data" option.

C. Define a Role Hierarchy and use the Grant Access Using Hierarchies option

D. Set the Manger field for each User Record on the Manager\\'s team.

Correct Answer: A

QUESTION 8

Cloud Kicks wants to summarize the number of open Cases related to an Account, as well as the number of closed Cases to indicate whether customer support utilization is high, medium, or low. Two number fields have been created: NUM_Open_Cases__c and NUM_Closed_Cases_c

Which two automation solutions would meet these business requirements? Choose 2 answers

A. AppExchange

B. Process Builder

C. Workflow

D. Apex

Correct Answer: BD

QUESTION 9

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. Use Flow to create a data entry wizard to automate data entry.

B. Research and evaluate data enrichment products on the AppExchange to automate data entry.

C. Use a combination of workflow rules and formula fields to populate key fields for the sales user.

D. Post daily to the Chatter feed any relevant fields that need to be populated.

Correct Answer: B

QUESTION 10

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 the manager 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.

Correct Answer: B

QUESTION 11

Which Salesforce Formula Function can return a value based on more than two different field parameters?

A. Contains

B. Case Statement

C. Beings

D. IF Statement

Correct Answer: B

QUESTION 12

You can have multiple records with the same external ID.

A. True

B. False

Correct Answer: A

Explanation: It is not recommended, as it will defeat the purpose of the external id.

QUESTION 13

What are the standard Lightning components?

A. Filter List

B. Recent Items

C. Report Chart

D. Rich Text

E. Visualforce Page

F. All of the above

Correct Answer: F

QUESTION 14

Which social network is available in the Lightning Experience and Salesforce1?

A. LinkedIn

B. Klout

C. Facebook

D. Twitter

E. All of the above

Correct Answer: D

Reference: https://help.salesforce.com/articleView?id=social_networks_overview.htmandtype=5

QUESTION 15

Managers at Universal Containers 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

Correct Answer: D

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