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Question #361

Universal Containers wants to ensure that they are accepting clean data from their users and verify that important fields are entered.
What should an app builder recommend to meet this requirement?

- A. Make a formula field to check the format of the important fields
- B. Update the important fields to be required on the page layout
- 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

Question #362

What are two reasons to create an unmanaged package? (Choose two.)

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

Answer: CD
Reference:
https://www.toptal.com/salesforce/salesforce-appexchange-enterprise-quick-wins

Question #363

An app builder has created a custom Lightning App and wants to make it available to the internal users at Universal Containers.
Which two steps are necessary to accomplish this task? (Choose two.)

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

Answer: AD
Reference:
https://developerforce.github.io/LightningNowWorkshop/Exercise_3.html

Question #364

Universal Containers uses a private sharing model on Accounts. User A and User B both own Accounts of their own and have both been sent a new Account record in an email owned by User C to take a look at. User A is able to open and view the record but User B receives an insufficient privileges error. User A and
User B have the same role in the Role Hierarchy as User C.
What are the three reasons User A has access but User B is unable to access the record? (Choose three.)

- A. User A is in a Public Group that has access via a Sharing Rule
- B. User A and User B have different profiles
- C. User A is on the same Account Team as User C
- D. User C has manually shared the record with User A
- E. User A was granted an additional permission set

Answer: ABD

Question #365

Universal Containers uses 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 HR department.
How should the app builder meet this requirement?

- A. Create a page layout with the field for HR users and another page layout without the field for all other users
- B. Create an Apex sharing rule to share the field with users that have "HR" 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 and use field-level security to hide the field from all other users

Answer: A

Question #366

Which feature should an app builder use to ensure that new Leads are automatically sent to the appropriate Sales Rep?

- A. Workflow Rules
- B. Visual Flow
- C. Lead Assignment Rules
- D. Lead Convert

Answer: C
Reference:
https://automationchampion.com/tag/run-lead-assignment-rules-for-process-builder/

Question #367

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 owners should have read access to these VIP accounts.
What two actions should an app builder take to meet the requirements? (Choose two.)

- A. Implement a sharing rule
- B. Change Organization-wide Defaults
- C. Set up an Account Team
- D. Configure a permission set

Answer: AC

Question #368

An app builder has been asked to display an Overdue Date that is two months after a Task's Due Date.
Which approach should the app builder take?

- A. Create a formula field using the ADDMONTHS() function
- B. Use Process Builder and set Overdue Date equal to DueDate + 60
- C. Create a formula field using DueDate + 60
- D. Use Process Builder and set Overdue Date equal to DueDate + ((365/12) * 2)

Answer: B

Question #369

The VP of Sales wants a Chatter post to the All Sales private group when an Opportunity goes to the closed won stage.
What two tools should the app builder use to automate this process? (Choose two.)

- A. Process Builder
- B. Big Deal Alert
- C. Workflow
- D. Flow

Answer: AD
Reference:
https://automationchampion.com/tag/how-to-post-on-chatter-with-process-builder/

Question #370

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. Create a sharing rule that grants the users Read/Write access to the Application records
- B. Create a queue for the web applications and assign access to the users who will be editing the records
- C. Add a sharing rule that grants the users Read/Write access to the Internship records
- D. Set the organization-wide default on the Applications object to Read/Write

Answer: A

Question #371

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 fields based on the parent to make it easier for users to create the child accounts quickly.
What should the app builder recommend?

- A. Custom Global Quick Action
- B. Custom Button on Account
- C. Custom Action on Account
- D. Custom Link on Account

Answer: C
Reference:
https://trailblazers.salesforce.com/answers?id=9064S000000CiieQAC

Question #372

Universal Containers allows users to create standard reports on demand.
What are two considerations users should be aware of when creating a new report? (Choose two.)

- A. Users can require that child objects exist for parent records using a cross filter
- B. Records will be available in the report regardless of security permissions
- C. Reports created from standard report types are available to all users
- D. The report type determines the types of records and fields that will be available

Answer: AC

SAMPLE QUESTIONS

*These questions are for demo purpose only. **Full version** is up to date and contains actual questions and answers.*

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