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*Declarative Development for Platform App Builders
in Lightning Experience*

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Question: 84

Sales manager at universal containers would like to standardize what information sales rep are gathering. Sales rep want recommendations, sales strategies and to know what key fields need to be completed at each step of the sales process on the opportunity record.

What feature should an app builder use to provide this functionality?

- A. Workflow
- B. Path
- C. Chatter feed
- D. Global Action

Answer: B

Question: 85

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 model granting 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 a private 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

Question: 86

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 for all 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: C

Question: 87

An app builder wants to show groups as the last navigation menu item in the salesforce1 mobile app. however, the app builder is not able to select groups as one of the items on the drop-down menu.

What could cause this?

- A. Groups is showing up in the recent section and not in the navigation menu
- B. Groups is not included in the selecteCreate a criteria based sharing rule using the projects department that grd list for the navigation menu
- C. Groups is included in the smart search items but not on the navigation menu
- D. Groups cannot be the last item in the navigation menu.

Answer: C

Explanation:

Groups Appears for organizations that have Chatter enabled. If you don't add this item to the navigation menu, groups are automatically included in the set of Smart Search Items instead and the Groups item is available from the Recent section. https://developer.salesforce.com/docs/atlas.en-us.salesforce1.meta/salesforce1/customize_s1_nav_about.htm

Question: 88

Universal Containers wants to test code against a subnet of production data that is under 5 GB, Additionally, Universal Containers wants to refresh this sandbox every weekend.

Which type of sandbox should be used to accomplish this?

- A. Full
- B. Developer
- C. Developer Pro
- D. partial Copy

Answer: D

Question: 89

An App 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 on the detail page, and relabeled

Answer: B,C

Question: 90

Sales managers want to be automatically notified any time there is a change to an opportunity close date and want these changes to be tracked on the opportunity.

Which two configurations should an app builder recommend? Choose 2 answers

- A. Create an opportunity outbound message
- B. Activate historical trending for opportunities
- C. Enable feed tracking on opportunities
- D. Use process builder on opportunities and a chatter post action

Answer: C,D

Question: 91

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 and write access to all Opportunities.

What are two recommended solutions for 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

Question: 92

Universal Containers has a junction object called Invoices with a primary Master-Detail relationship with Accounts and a secondary Master-Detail relationship with Contacts. The app builder has a requirement to change the primary Master-Detail relationship to Lookup.

What happens to the Master-Detail relationship with Contacts?

- A. The Contacts Master-Detail values are cleared from invoices.
- B. The Contacts Master-Detail also converts to Lookup.
- C. The Contacts Master-Detail field is deleted from the object.
- D. The Contacts Master-Detail becomes the primary.

Answer: D

Explanation:

Explanation – The second master-detail relationship you create on your junction object becomes the secondary relationship. If you delete the primary master-detail relationship or convert it to a lookup relationship, the secondary master object becomes primary. https://help.salesforce.com/HTViewHelpDoc?id=relationships_considerations.htm&language=en_US

Question: 93

An app builder wants to streamline the user experience by reflecting summarized calculation of specific fields on various objects.

Which three fields types should be used in roll-up summary fields to accomplish this?

Choose 3 answer

- A. Percent
- B. Checkbox
- C. Currency
- D. Date
- E. Time

Answer: A,C,D

Question: 94

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 2 answers

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

Answer: B,D

Question: 95

Which use case can be accomplished using a custom link? Choose 3 answers

- A. Navigate to an external system using data in salesforce
- B. Navigate to a custom visual flow to update the current record
- C. Navigate to a process to update the current record
- D. Navigate to a create a record page with field pre-populated
- E. Navigate to an Apex Trigger to update the current record

Answer: A,C,D

Question: 96

The director of marketing has asked the app builder to create a formula field that tracks how many days have elapsed since a contact was sent a marketing communication. The director is only interested in whole units.

Which function should be used to calculate the difference?

- A. Datevalue()
- B. Now()
- C. Date()
- D. Today()

Answer: D

Question: 97

Universal Containers created a custom object called Component to capture details about products sold.

What approach should an app builder take to show Component as a related list on Product?

- A. Create a master-detail relationship on Product to Component. Add the Component related list to the Product page layout.
- B. Create a junction object to relate Component and Product. Add the Component related list to the Product page layout.
- C. Create a roll-up on Product. Add the Component related list to the Product page layout.
- D. Create a lookup relationship on Component to Product. Add the Component related list to the Product page layout.

Answer: A,D

Question: 98

The VP of Sales at Cloud Kicks wants to have a set of screens to guide the inside sales team through collecting and updating data for leads. Once the leads are updated, the leads should be entered into a marketing journey activated by the sales rep checking the marketing checkbox.

How should the app builder accomplish this?

- A. Process Builder
- B. Lightning Flow
- C. Workflow
- D. Path

Answer: B,D

Question: 99

The app builder 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

Explanation:

If you change the data type of any custom field that is used for lead conversion, that lead field mapping will be deleted. If you change the data type of a custom field that is set as an external ID, choosing a data type other than text,

number, or email will cause the field to no longer act as an external ID.

The option to change the data type of a custom field is not available for all data types. For example, existing custom fields cannot be converted into encrypted fields nor can encrypted fields be converted into another data type.

https://help.salesforce.com/apex/HTViewHelpDoc?id=notes_on_changing_custom_field_types.htm&language=en

Question: 100

Where can a custom button be placed? Choose 3 answers

- A. On the User Object
- B. On the Custom List View
- C. On a Person Account
- D. On a related list
- E. On a Web-to-Case form

Answer: B,C,D

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