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Salesforce Certified Platform App Builder

Time Remaining : 00:39:05

1 of 65. An app builder has deployed a change set from a sandbox to production. There is a long delay in the deployment.

What can be causing the delay?

- A. ☐ Profiles are included in the change set.
- B. ☒ A field type change is included in the change set.
- C. ☐ Roles are included in the change set.
- D. ☐ Dependent fields are included in the change set.

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Time Remaining : 00:39:01

2 of 65. An app builder created multiple custom fields, page layouts, and reports in the sandbox and added them to a change set. After the change set was deployed to production, the reports were NOT deployed.

What should the app builder do?

- A. ☐ Move the reports to the Unfiled Public Reports folder and add them to a new change set.
- B. ☐ Add the reports to an unmanaged package and install the unmanaged package into production.
- C. ☐ Recreate the reports in production. Reports are not supported in change sets.
- D. ☒ Move the reports from the Unfiled Public Reports folder and add them to a new change set.

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Time Remaining : 00:38:56

3 of 65. Which three Salesforce functionalities are ignored when processing field updates in workflow rules and approval processes?

Choose 3 answers

- A. ☒ Field-level security
- B. ☒ Validation Rules
- C. ☒ Record type picklist value assignments
- D. ☐ Decimal places and character limits
- E. ☐ Multiple currencies

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Time Remaining : 00:38:44

- 4 of 65.** 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.

Which sandbox type should be considered first?

- A. ☒ Developer pro sandbox
- B. ☐ Full sandbox
- C. ☐ Developer sandbox
- D. ☐ Partial sandbox

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Time Remaining : 00:38:35

5 of 65. 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 2 answers

- A. ☒ Assign app to profiles.
- B. ☐ Upload the app to Static Resources.
- C. ☒ Build a Custom Tab for the app.
- D. ☐ Add the app to a Visualforce page.

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Time Remaining : 00:38:28

6 of 65. Ursa Major Solar wants to provide sales console users with an incredible experience, with the most-used components easily accessible at all times.

What solution can enable reps to see and access these components from anywhere within the app without leaving the page where the team is working?

- A. ☐ Home page
- B. ☐ Global actions
- C. ☐ Favorites
- D. ☒ Utility bar

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Time Remaining : 00:38:20

7 of 65. Service Agents are required to confirm a user's identity before providing support information over the phone.

What feature can an app builder use to help agents meet this requirement?

- A. ☐ Add Path to the top of the Case layout.
- B. ☐ Include Surveys as a Case related list.
- C. ☐ Case Validation Rules.
- D. ☒ Guided Action Flows on the record page.

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Time Remaining : 00:38:15

8 of 65. 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. ☒ Set up a delegated approver for the manager.
- B. ☐ Use Process Builder to assign a delegated approver.
- C. ☐ Have the manager log on and reassign the approval request.
- D. ☐ Forward the approval request to the manager's assistant.

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Time Remaining : 00:38:08

9 of 65. Cloud Kicks (CK) wants to track orders against inventory, ensuring its ability to fulfill order requests. CK created a junction object called Request Inventory to enable many-to-many relationships with the Inventory and Order objects.

What does the app builder need to provide to ensure users can view Request Inventory records?

- A. ☐ Read access to the first master object.
- B. ☐ Sharing rules on Request Inventory object.
- C. ☒ Read access to both master objects.
- D. ☐ Apex-based sharing on the first master object.

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Time Remaining : 00:38:00

10 of 65. 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_Opt_In__c,"Yes"))
- B. ☐ AND(\$UserRole.Name = 'Marketing', ISPICKVAL(Retail_Opt_In__c,"Yes"))
- C. ☐ AND(\$UserRole.Name = 'Marketing', Retail_Opt_In__c = "Yes")
- D. ☐ AND(\$UserRole.Name != 'Marketing', Retail_Opt_In__c = "Yes")

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Time Remaining : 00:37:56

- 11 of 65.** 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. ☒ Out of Office
- C. ☒ Polls
- D. ☐ Topics

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Time Remaining : 00:37:45

- 12 of 65.** 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 in Salesforce; 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. ☐ Custom objects
- B. ☐ Related objects
- C. ☒ Big objects
- D. ☒ External objects

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Time Remaining : 00:37:38

13 of 65. 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. ☒ Custom button and Flow
- B. ☐ Custom picklist field and Process Builder
- C. ☐ Lightning component and Process Builder
- D. ☐ Process Builder and Flow

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Time Remaining : 00:37:33

14 of 65. Universal Containers has Public Read/Write as the Account organization-wide default (OWD) setting. Visitors to the customer community site report that they can see all of the company's account records.

How should an app builder configure Account sharing so that community users only see their own Account?

- A. ☐ Create an account record type for external accounts.
- B. ☒ Set the account external OWD to private.
- C. ☐ Define a permission set for external accounts.
- D. ☐ Define an owner-based sharing rule for external accounts.

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Time Remaining : 00:37:29

15 of 65. Universal Containers has a Lightning record page that supports both the mobile app and desktop. An app builder has downloaded a custom Lightning component from AppExchange, but users are unable to view the component on mobile devices.

What can be the issue?

- A. ☐ The component needs to be activated.
- B. ☐ The component has been developed for Desktop Pages.
- C. ☒ The record page template is unable to support mobile devices.
- D. ☐ The record page needs to be activated.

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Time Remaining : 00:37:21

16 of 65. 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. ☐ Customize a Global Quick Action
- B. ☐ Add Path on Account hierarchy
- C. ☐ Add a custom link on Account
- D. ☒ Create a custom action

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Time Remaining : 00:37:13

17 of 65. Cloud Kicks has five years of sales data and would like to track when customers made their first purchase.

How should an app builder use a roll-up summary to meet the requirements?

- A. ☐ Create a new roll-up summary field called First Order Date, using Type SUM on Opportunity Close Date.
- B. ☐ Create a new date field called First Order Date, create a new Workflow to set the date, and roll up the value with a filter where IsWon = TRUE.
- C. ☐ Create a new date field called First Order Date, then create a roll-up summary to update the field using Type MIN.
- D. ☒ Create a new roll-up summary field called First Order Date, using Type MIN on the Opportunity Close Date with a filter where IsWon = TRUE.

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Time Remaining : 00:37:05

18 of 65. A new field has been added to the Applicant object that is part of an unmanaged package. A recruiter ran the Position with or without Applicants report and noticed that the new field was missing as an option to add as a column.

How should an app builder troubleshoot this issue?

- A. ☐ Check Allow Reports for the position and applicant objects.
- B. ☐ Update the profile with the Manage Public Reports permission.
- C. ☐ Adjust the field level security to include in the report type.
- D. ☒ Add the field to the custom report type field layout.

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Time Remaining : 00:36:57

19 of 65. 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. ☒ Quick Action on the Opportunity object
- B. ☐ Quick Action on the Account object
- C. ☐ Process Builder triggered from Opportunity update
- D. ☐ Process Builder triggered from Account update

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Time Remaining : 00:36:52

20 of 65. Universal Containers (UC) tracks Account locations in Zip Code, a custom text field with a validation rule to enforce proper formatting of the US ZIP+4 code for UC's orders.

What formula should the app builder create on Order to display only the first five digits of Zip Code from the parent Account?

- A. ☒ LEFT(Account.Zip_Code__c, 5)
- B. ☐ LPAD(Account.Zip_Code__r, 5)
- C. ☐ TEXT(Account.Zip_Code__c, 5)
- D. ☐ BEGINS(Account.Zip_Code__r, 5)

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Time Remaining : 00:36:44

21 of 65. The Director of Marketing at Northern Trail Outfitters wants 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 return a date for calculating the difference?

- A. ☐ DATEVALUE()
- B. ☒ TODAY()
- C. ☐ DATETIMEVALUE()
- D. ☐ NOW()

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Time Remaining : 00:36:37

22 of 65. Ursa Major Solar (UMS) is looking to hire some new employees. UMS wants to allow the same applicant to apply for multiple open positions using a single application.

What should an app builder recommend to meet these requirements?

- A. ☐ Create a master-detail relationship on Open_Position__c to Application__c
- B. ☐ Create a master-detail relationship field on Applicant__c to Application__c
- C. ☐ Create a master-detail relationship field on Applicant__c to Application__c
- D. ☒ Create a master-detail relationship field on Application__c to Open_Position__c

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Time Remaining : 00:36:32

23 of 65. 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. ☐ Filters
- D. ☐ Custom Report Type

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Time Remaining : 00:36:27

24 of 65. 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 an Apex sharing rule to share the field with users that have "HR" in their role.
- B. ☐ Create a page layout with the field for HR users and another page layout without the field for all other users.
- C. ☒ Create a page layout with the field and use field-level security to hide the field from all other users.
- D. ☐ Create a sharing rule to share the field with the VP of HR with Role and Subordinates.

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Time Remaining : 00:36:19

25 of 65. Cloud Kicks (CK) is finding sales reps are inconsistent in data entry when deals are won. CK requires that custom shoes are shipped within two weeks after the close date. A custom field called Scheduled Ship Date on the opportunity records the ship date.

How should the app builder ensure this field is properly filled out before setting the opportunity to closed won?

- A. ☐ OR(ISPICKVAL(StageName ="Closed Won") && (Scheduled_Ship_Date__c - CloseDate) > 14, ISBLANK(Scheduled_Ship_Date__c))
- B. ☐ ISPICKVAL(StageName ,"Closed Won") && (Scheduled_Ship_Date__c - CloseDate) > 14
- C. ☒ OR(ISPICKVAL(StageName ,"Closed Won") && (Scheduled_Ship_Date__c - CloseDate) > 14, ISBLANK(Scheduled_Ship_Date__c))
- D. ☐ ISPICKVAL(StageName ="Closed Won") && (CloseDate-Scheduled_Ship_Date__c) > 14

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Time Remaining : 00:36:12

26 of 65. An app builder wants to show Groups as the last navigation menu item in the mobile app. However, the app builder is unable to select Groups as one of the items on the drop-down menu.

What could cause this?

- A. ☐ Groups is available in the recent section of the navigation menu.
- B. ☐ Groups is unavailable in the selected list for the navigation menu.
- C. ☒ Groups is included in the Smart Search items but unavailable on the navigation menu.
- D. ☐ Groups is available in the Chatter section of the navigation menu.

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Time Remaining : 00:36:04

27 of 65. Cloud Kicks's management team frequently travels and wants to approve requests from their team on the go via Chatter.

Where would an app builder enable this ability?

- A. ☒ Chatter Settings
- B. ☐ Chatter Feed Tracking
- C. ☐ Object Settings
- D. ☐ Approval Process Settings

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Time Remaining : 00:35:59

28 of 65. Universal Containers require different fields to be filled out at each stage of the Opportunity sales process.

What configuration steps can an app builder use to meet this requirement?

- A. ☒ Define record types and page layouts for each stage.
- B. ☐ Add the Path component to the Lightning record page.
- C. ☐ Create a Process Builder to prompt the User for field information.
- D. ☐ Set page layout required fields based on the current stage.

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Time Remaining : 00:35:55

29 of 65. The convert button on Lead should be unavailable until the Lead Status picklist is set to Qualified.

What should an app builder suggest to meet these requirements?

- A. ☐ Custom button, validation rule, record types
- B. ☐ Picklist dependency, page layouts, record types
- C. ☒ Page layouts, record types, Process Builder field update
- D. ☐ Process Builder field update, quick action, record type

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Time Remaining : 00:35:45

30 of 65. Universal Containers (UC) has several large customers that sell their products through dealers. UC identifies and works with a single individual at each customer and at each dealer. Separate bills are sent to each customer and each dealer. These details need to be stored in a format that clearly displays the business entities and their appropriate representatives.

How should an app builder implement these requirements?

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

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Time Remaining : 00:35:37

31 of 65. 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. ☐ Use Process Builder and set Overdue Date equal to DueDate + 60.
- B. ☐ Create a formula field using DueDate + 60.
- C. ☒ Create a formula field using the ADDMONTHS() function.
- D. ☐ Use Process Builder and set Overdue Date equal to DueDate + ((365/12) * 2).

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Time Remaining : 00:35:32

32 of 65. Universal Containers has deployed custom tabs to production via change sets, without including the profile settings or permission sets.

What is the setting for the visibility of custom tabs?

- A. ☒ Custom tabs are hidden for all users.
- B. ☐ Custom tabs are NOT deployed.
- C. ☐ Custom tabs are default on for all users.
- D. ☐ Custom tabs are default off for all users.

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Time Remaining : 00:35:25

33 of 65. Universal Containers uses a custom object called Projects. When managers assign projects they set a custom field on the Project record called Estimated Hours. Once set, users should be able to decrease but not increase the value.

How can an app builder meet this requirement?

- A. ☒ Create a validation rule that uses the PRIORVALUE function.
- B. ☐ Create a formula default value for the custom field.
- C. ☐ Create a formula field that uses the PREVGROUPVAL function.
- D. ☐ Create a validation rule that uses the ISCHANGED function.

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Time Remaining : 00:35:18

34 of 65. Northern Trail Outfitters wants to broadcast an email to 7,000 contacts in Salesforce on a regular basis but realizes Salesforce's mass email functionality has a limitation on the number of emails that can be sent each day.

What action should the app builder take?

- A. ☐ Export Contacts to a CSV file and use an email client to send the emails.
- B. ☒ Research and evaluate products available on AppExchange to send mass emails.
- C. ☐ Develop Apex code and Lightning web component to send daily emails.
- D. ☐ Request Salesforce increase the number of maximum daily emails.

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Time Remaining : 00:35:09

35 of 65. An app builder at Cloud Kicks created a custom 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. ☒ Add the fields to the page layout on the object.
- B. ☐ Create a permission set for access to the object and fields.
- C. ☐ Allow reporting for the object and fields.
- D. ☐ Assign data types to the fields on the object.

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Time Remaining : 00:35:05

36 of 65. An app builder at Universal Containers has been asked to add the Chatter feed to a custom object record page.

Which approach should the app builder use?

- A. ☐ Add a custom Chatter feed component.
- B. ☒ Add the standard Chatter feed component.
- C. ☐ Add the Chatter feed component from the AppExchange.
- D. ☐ Add the standard related list component

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Time Remaining : 00:35:01

37 of 65. The Sales Operations team at AW Computing deletes accounts for a variety of reasons. The sales ops director is worried that the Sales team may delete accounts that sales reps are actively selling into.

How should the app builder keep accounts with open opportunities from being deleted?

- A. ☐ Create a validation rule on the Account object.
- B. ☐ Remove the delete button on the account layout.
- C. ☐ Create an Apex Trigger on the Account object.
- D. ☒ Remove the Delete permission from the Sales Rep profile.

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Time Remaining : 00:34:56

38 of 65. 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. ☒ Namespace
- C. ☐ Allow sharing
- D. ☐ Help setting

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Time Remaining : 00:34:52

39 of 65. An app builder is tasked with adding key performance indicators on client pages. They want to see a summary of the number of open Opportunities and the number of won Opportunities for each Account.

Where should the app builder go to build these new rollups?

- A. ☐ Lightning Object Creator
- B. ☐ Lightning App Builder
- C. ☐ Opportunity Object
- D. ☒ Account Object

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Time Remaining : 00:34:45

40 of 65. 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. ☒ Workflow
- B. ☐ AppExchange
- C. ☒ Process Builder
- D. ☐ Apex

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Time Remaining : 00:34:37

41 of 65. 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 in the Lightning app builder should be utilized?

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

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Time Remaining : 00:34:32

42 of 65. 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 to permanently 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. ☐ Lookup relationship
- B. ☒ Master-detail relationship
- C. ☐ Roll-up summary
- D. ☐ Formula

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Time Remaining : 00:34:24

43 of 65. Universal Containers (UC) wants to delete data in several fields for 5,000 Lead records. UC exported the selected record IDs and fields that need to have data deleted in a CSV file.

Which two steps should an app builder suggest to meet these requirements?

Choose 2 answers

- A. ☐ Select the correct record type.
- B. ☒ Use Data Loader to update leads using the CSV file.
- C. ☒ Select Insert Null Values in Settings.
- D. ☐ Use Import Wizard to update leads using the CSV file.

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Time Remaining : 00:34:16

44 of 65. Universal Containers created a 'New Task' custom action on the Opportunity object. 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. ☒ Activities
- B. ☐ Highlights panel
- C. ☐ Related lists
- D. ☐ Related record

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Time Remaining : 00:34:11

45 of 65. The Recruiting team at AW Computing captures the job 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 record edits.

Which validation formula should the app builder use?

- A. ☐ NOT(ISBLANK(Job_Accepted__c)) || ISCHANGED(Hire_Date__c)
- B. ☐ (ISBLANK(Job_Accepted__c) && NOT(ISCHANGED(Hire_Date__c)))
- C. ☒ NOT(ISBLANK(Job_Accepted__c)) && ISCHANGED(Hire_Date__c)
- D. ☐ (ISBLANK(Job_Accepted__c) || NOT(ISCHANGED(Hire_Date__c)))

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Time Remaining : 00:34:05

46 of 65. Cloud Kicks has a shipment date on each shipment that is sent out. Dispatchers need more details on the day and time the shipment was sent out. The app builder needs to change the current field type that is used from Date to Date/Time.

What should the app builder be aware of when it comes to data already in the system?

- A. ☐ The field name will change.
- B. ☒ Data loss will be experienced.
- C. ☐ Historical data will be updated to 12:00 timestamp.
- D. ☐ The change will be instant.

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Time Remaining : 00:33:57

47 of 65. Universal Containers utilizes opportunities and a custom object called Detailed_Sales__c. The company would like to roll sales metrics up to an opportunity for only Detailed_Sales__c records that have their picklist status set to Active.

What is the recommended method for the app builder to achieve this request?

- A. ☐ Create a lookup relationship between the parent and child object with a roll-up summary field that filters on the status field.
- B. ☐ Create a master-detail relationship between the parent and child object with a roll-up summary field that filters on the status field.
- C. ☐ Utilize Apex code to roll up the desired amounts.
- D. ☒ Utilize the AppExchange to download a third-party application that can roll up the sales dollars with the appropriate filter.

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Time Remaining : 00:33:49

48 of 65. An app builder wants to use Process Builder to automate some of the work being done by the sales team.

What are three capabilities of Process Builder that can improve productivity?

Choose 3 answers

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

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Time Remaining : 00:33:42

- 49 of 65.** DreamHouse Realty has a mentorship program that pairs experienced Realtors with new Realtors. Each experienced Realtor can mentor one or several new Realtors, and each new Realtor is required to work with a 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. ☐ Master-detail
- B. ☐ Lookup
- C. ☐ Indirect lookup
- D. ☒ Many-to-many

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Time Remaining : 00:33:35

50 of 65. Ursa Major Solar wants to create a relationship between the standard Contact object and a custom Solar Project object. Contacts can 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 Contact and one Master-detail relationship on Solar Project
- B. ☒ One Lookup relationship on Contact and one Lookup relationship on Solar Project
- C. ☐ Two Master-detail relationships on a new custom object
- D. ☐ Two Lookup relationships on a new custom object

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Time Remaining : 00:33:27

51 of 65. An app builder at Northern Trail 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. ☐ Scratch Org
- B. ☐ Developer Pro
- C. ☒ Partial Copy
- D. ☐ Developer

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Time Remaining : 00:33:23

52 of 65. An app builder installs an unmanaged package in a full copy sandbox that is an exact match for production, and now they are ready to install it in production. When the app builder attempts to install the package in production, it fails.

Why did the package fail to install?

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

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Time Remaining : 00:33:15

53 of 65. At Cloud Kicks when an opportunity close date is delayed by more than 60 days, the manager and the VP of Sales want to review the change.

Which two solutions will meet the requirement?

Choose 2 answers

- A. ☐ Build a validation rule that does not allow a user to save the opportunity record.
- B. ☒ Build an approval process that requires unanimous approval from the manager and VP of Sales.
- C. ☒ Create a flow that submits the record for an approval process.
- D. ☐ Create a workflow rule that checks for close date less than 60 days and add an email alert.

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Time Remaining : 00:33:08

54 of 65. Ursa Major Solar (UMS) uses a public sharing model for accounts. UMS would like to move to a more restrictive sharing model but wants the Sales team to continue to have access to all account records with the sales record type.

Which two actions should an app builder complete to implement this change?

Choose 2 answers

- A. ☒ Create a criteria-based sharing rule.
- B. ☐ Update the Sales profile.
- C. ☐ Create an owner-based sharing rule.
- D. ☒ Update the organization-wide defaults.

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Time Remaining : 00:33:01

55 of 65. The app builder at Ursa Major 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 Galaxy__c with Star__c report type will be automatically created.
- B. ☒ A new custom report type will need to be created for Galaxy__c with Star__c.
- C. ☐ A new custom report type will need to be created for Star__c with lookup fields from Galaxy__c.
- D. ☐ A Star__c report type with Galaxy__c as a field will be automatically created.

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Time Remaining : 00:32:56

56 of 65. 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 components in Setup
- C. ☐ Salesforce Optimizer App
- D. ☒ Lightning App Builder

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Time Remaining : 00:32:51

57 of 65. The CFO of Cloud Kicks needs to sign off on any major shoe 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. ☐ Field Update
- D. ☐ Workflow Rule

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Time Remaining : 00:32:47

58 of 65. Cloud Kicks has created a custom 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 record, but unable to view the field or any information relating back to the Interest record.
- B. ☐ Users will be unable to view Account records that have a related Account Interest record.
- C. ☒ Users will be able to view the Account Interest records and will have read-only access to the Interest records.
- D. ☐ Users will be unable to view the Account Interest records or the Interest records.

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Time Remaining : 00:32:39

59 of 65. Universal Containers has two types of applicants, hourly and salary. There are separate record types for each. While all 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. ☐ Remove "create" permission for the salary applicant object for everyone except the manager and VP.
- B. ☒ Create a permission set containing the salary record type and assign it to the appropriate users.
- C. ☐ Update the org-wide default to private and create a sharing rule for the role of recruiting manager.
- D. ☐ Configure the hourly record type as the default and instruct non-management users to accept the default record type.

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Time Remaining : 00:32:31

60 of 65. Universal Containers is migrating its sales operations from a legacy system that was used in Europe. 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. ☐ Include the Currency ISO Code Column in the import file.
- C. ☒ Use Data Loader to import the records.
- D. ☐ Use Import Wizard to import the records.

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Time Remaining : 00:32:24

61 of 65. Universal Containers (UC) delivers purchased containers to remote construction sites. Customers supply UC with crossroads or location markers.

What type of field should the app builder use to capture this information?

- A. ☒ Geolocation
- B. ☐ External Lookup
- C. ☐ Formula
- D. ☐ Number

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Time Remaining : 00:32:20

62 of 65. The finance manager at Universal Containers wants to receive a new business notification email each 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. ☐ Screen flow
- B. ☐ Approval process
- C. ☒ Record-triggered flow
- D. ☐ Apex

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Time Remaining : 00:32:11

63 of 65. 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. ☒ Enable Feed Tracking on Opportunities.
- C. ☒ Activate Historical Trending for Opportunities.
- D. ☐ Use Process Builder on Opportunities and a Chatter post action.

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Time Remaining : 00:31:50

64 of 65. Northern Trail Outfitters wants the field sales team to only see the accounts that they own. Separate North American and European marketing teams should only see accounts in their respective regions. The inside sales team needs to see all accounts in Salesforce.

How can this be accomplished?

- A. ☐ Set the Organization-Wide Default to Public for accounts. Create profiles for each marketing team, and create an Inside Sales Team role that is at the top of the Role Hierarchy.
- B. ☐ Set the Organization-Wide Default to Public for accounts. Create criteria- based sharing rules for each marketing team, and create an Inside Sales Team permission set with the "View All" setting for accounts.
- C. ☒ Set the Organization-Wide Default to Private for accounts. Create criteria- based sharing rules for each marketing team, and create an Inside Sales Team profile with the "View All" setting for accounts.
- D. ☐ Set the Organization-Wide Default to Private for accounts. Create permission sets for each marketing team, and create an Inside Sales Team profile with the "View All" setting for accounts.

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Time Remaining : 00:31:43

65 of 65. Universal Containers is expecting impacts to operations due to increased demand. The executive team will be reaching out to current customers and want to see the number of open cases for the account and parent account.

Which two tools could an app builder combine to display the number of open cases on the account page?

Choose 2 answers

- A. ☒ Process Builder
- B. ☐ Flow
- C. ☒ Workflow
- D. ☐ Approval Process

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Time Taken: 74 minutes of 105 minutes total**Result:** Pass

Topic	Percentage Correct
Salesforce Fundamentals	85%
Data Modeling and Management	61%
Business Logic and Process Automation	88%
User Interface	60%
App Deployment	83%

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