salesforce

Salesforce Certified

Platform App Builder

Sales force

Exam Certified-Platform-App-Builder

Salesforce Certified Platform App Builder (SP23)

Version: 24.0

[Total Questions: 234]

Question No : 1

The VP of Sales at Universal Containers has askedthe app builder to let sales reps createo pportunity 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

Question No : 2

An app builder needs a custom solution and is considering using community. Ease of updates is the primary consideration.

What should the app builder consider?

A. A managed package from AppExchange
B. An unmanaged package from AppExchange
C. An open-source unmanaged package
D. An open-source custom development

Answer: A

Question No : 3

Nickname__c is a custom text field on a contact record that is utilized to overridethe contact name appearing on an email template. This field is not required and is not always filled in.

Which formula should an app builder use to select the contact's preferred name for email communications?

A. IF(NOT(ISBLANK(Nickname__c)),Nickname_c,FirstName)
B. IF(TEXT(Nfckname__c), Nickname_c,FirstName)
C. IF(ISNUUL(Nteknarne _..c),Nicknamec,Firstftame)
D. IF(NOT(BLANKVALUE(Nickname__c)),Nickname__c, FirstName)

Answer: A

Question No : 4

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

Answer: B

Question No : 5

Cloud Kicks works on an annual subscription model. When a sale rep marks an opportunity as closed won, a new opportunity should automatically be created for the renewal. The contracts team works outside of salesforce but also needs to be notifiedabout closed deals in order to initial the contract process with the customer.

Which automation solution would meet these requirements?

A. Approval Process
B. Outbound Message
C. Validation Rule
D. Record-triggered flow

Answer: B

Question No : 6

DreamHouse Realty is building a custom Lightning app to track its expanding solar water

collection business. The Lightning app currently contains a custom Lightning record page with standard components.

From which two resources should an appbuilder get custom components to bring into the new Lightning app?

Choose 2 answers

A. AppExchange
B. Apex Code
C. Import Wizard
D. Visualforce

Answer: C,D

Question No : 7

An app builder is creating a custom object called Testimonial__c and wants toconnect Testimonial__c records with both the submitter's

Contact record and Account record. If the Account is deleted, the Testimonial__c should also be deleted. If the Contact is deleted, but the

Account remains, the Testimonial__c should remain.

How should this be accomplished?

A. Make both the Contact and Account fields required on the Testimonial__c object and create lookup relationships from
Testimonial__c to Contact and to Account.
B. Create a master-detail relationship from Testimonial__c to Accountand a lookup relationship from Testimonial__c to Contact.
C. Make Testimonial__c a junction object between Account and Contact using master-detail relationships.
D. Create a lookup relationship from Testimonial__c to Account and a master-detail relationship from Testimonial__c to Contact.

Answer: B

Question No : 8

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

Question No : 9

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

Question No : 10

The app builder at UrsaMajor 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 Star__c report typewith Galaxy__c as a field will be automatically created.
B. A new custom report type will need to be created for Star__c with lookup fields from

Galaxy__c.

C. A Galaxy__c with Star__c report type will be automatically created.

D. A new custom report typewill need to be created for Galaxy__c with Star__c.

Answer: D

Question No : 11

Universal Containers would like to embed a chart of all related Opportunities, by stage, on the Account detail page. Which type of report should the App Builder create to add to the Account page layout?

A. A summary report on the Opportunity object.

B. A summary report on the Account object.

C. A tabular report on the Account object.

D. A tabular report on the Opportunity object.

Answer: A

Question No : 12

Universal Containers require different fields to be filled out at eachstage of the Opportunity sates process.

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

A. Set page layout required fields based on the current stage.

B. Create a Process Builder to prompt the User for field information.

C. Definerecord types and page layouts for each stage.

D. Add the Path component to the Lightning record page.

Answer: D

Question No : 13

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

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 functionally?

A. Workflow

B. Path

C. Chatter feed

D. GlobalAction

Answer: B

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

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

Question No : 17

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

Question No : 18

UniversalContainers uses a custom object called Projects. When managers assign projects they set a custom field on the Uroject 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 formula default value for the custom field.

B. Create a formula held that uses the PREVGROUPVAL function
C. Create a validation rule that uses the ISCHANGED function
D. Create a validation rule that uses the PRIOR VALUE function.

Answer: D

Question No : 19

Cloud Kicks wants to efficiently Increase the company's adoption of Salesforce while simultaneously moving away from their reliance on spreadsheets. An app builder is given a spreadsheet everyone is sharing that needs to be added to Salesforce. The object with fields needs to be created and the data inserted simultaneously.

Whichtool should be used?

A. Import Wizard
B. Lightning Object Creator
C. Data Loader
D. Schema Builder

Answer: B

Question No : 20

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 inSalesforce; 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. Big objects
B. Custom objects
C. Related objects
D. External objects

Answer: A,D

Question No : 21

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

Answer: A,B

Question No : 22

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. Add a dynamic report to the page layout
B. Create a lightning webcomponent
C. Install a solution from the appexchange
D. Build a visual flow that users API calls

Answer: C

Question No : 23

Cloud Kicks wants to display 10 key fields at once in a separate section at the top of opportunity records on the desktop.

Which componentshould an app builder add to the record page to enable this functionality?

A. Path
B. Highlights Panel
C. Custom Lightning Web Component
D. Accordion

Answer: B

Question No : 24

An app builder is preparing to deploy a new app from the sandbox to production using change sets.

What two considerations should an app builder keep in mind during this process?

Choose 2 answers

A. Salesforce Connect automatically establishes a link between environments.
B. Change sets do not include all components and may have to perform some changes manually.
C. Users should be logged out of production when receiving inbound change sets.
D. Transactions will revert if the deployment errors.

Answer: B,D

Question No : 25

Cloud Kicks wants to display the number of opportunities that are Closed Won with a Close Date within the last year on the Account detail page.

Which tool should an app builder use to implement this?

A. Process Builder
B. Activity Timeline
C. Roll-Up Summary Field
D. Workflow Rule

Answer: A

Question No : 26

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

Question No : 27

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

Question No : 28

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: A,D

Question No : 29

Universal Containers (UC) has a time-sensitive need for a custom component to be built in 4 weeks; UC developers require additional enablement to complete the work and are backlogged by several months.

Which option should an app builder suggest to meet this requirement?

A. Use an AppExchange solution.
B. Build a screen flowpage.
C. Build a Lightning record page.
D. Use a Boit solution

Answer: A

| Question No : 30 |

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 modelgranting 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 aprivate 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 No : 31 |

AtUniversal Containers, the Account object has a Master-Detail relationship with an Invoice custom object. The App Builder would like to change to a lookup field, but is not able to do so. What could be causing this?

A. The invoice must have at least one Master-Detail field for reporting.
B. The Account record includes Invoice roll-up summary fields.
C. The Invoice records have existing values in the Account.
D. The Account is included in the workflow on the Invoice object.

Answer: B

| Question No : 32 |

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

DreamHouse Realty (DR) has many properties for sale and wants to identify the highest value of all Offer__c records on each Property__c record.

What solution should the app builder use to meet DreamHouse Realty's needs?

A. Master-Detail Child Object
B. Text Area (Long)
C. Multi-select Pickllst
D. Lookup Object

Answer: A

What are two capabilities of Schema Builder? Choose 2 answers

A. Editing custom settings
B. Creating a new record type
C. Showing selected objects on a page
D. Viewing page layouts in a new window

Answer: C,D

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?