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# Question 1

**Question Type:** **MultipleChoice**

On the Planet custom object, Ursa Major Solar's sales director wants only certain action buttons to appear depending on if a given planet is defined as gaseous.

Which Lightning component should the administrator define dynamic action buttons?

## Options:

**A-** Record Detail

**B-** Highlights Panel

**C-** Activities

**D-** Related Lists

## Answer:

B

## Explanation:

The Highlights Panel is a Lightning component that displays key information about a record at the top of the page. You can customize the Highlights Panel to show different actions based on the record type or other criteria. In this case, you can define dynamic action buttons for the Planet object that appear only if the gaseous field is true or false. This way, you can show different actions for different types of planets. Reference: https://help.salesforce.com/s/articleView?id=sf.lex_page_layouts_highlights_panel.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.dynamic_actions_considerations.htm&type=5

## Question 2

**Question Type: MultipleChoice**

An administrator created and activated several record-triggered flows that are configured to run before the record is saved on the same object.

What should the administrator consider about the order of execution for flows?

### Options:

**A-** The flow type will determine the order of execution.

**B-** The last created date of the flow will determine the order.

**C-** The order of flow execution is unpredictable.

**D-** The flows will execute in alphabetical order based on their names.

### Answer:

C

### Explanation:

When you have multiple record-triggered flows that are configured to run before the record is saved on the same object, the order of flow execution is unpredictable. This means that you cannot guarantee which flow will run first or last, or how they will affect each other's field updates. Therefore, you should avoid creating multiple before-save flows on the same object and instead consolidate them into one flow if possible. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_considerations_recordtriggered_before.htm&type=5

## Question 3

**Question Type:** **MultipleChoice**

Ursa Major Solar customer records have a lot of fields and Lightning components to give users a variety of information and available functions. Recently,usrrs have noted that their pages take a long time to load and it's starting to negatively impact their experience.

What should the administrator do to help diagnose where improvements can be made?

## Options:

**A-** Check the debug logs found in the Environment section of Setup.

**B-** Click Analyze from the Lightning App Builder toolbar.

**C-** Review the debug logs from the Developer Console.

**D-** Use the Apex debugger while loading a customer record.

## Answer:

B

## Explanation:

The Analyze feature in the Lightning App Builder toolbar is a tool that helps you optimize the performance of your record pages by providing recommendations and insights on how to improve page load time and user experience. It can help you identify which fields and components are taking the most time to load and suggest ways to reduce their impact. You can also compare your page performance with other pages in your org or with Salesforce best practices. Reference:
https://help.salesforce.com/s/articleView?id=sf.lightning_page_optimize.htm&type=5

# Question 4

**Question Type:** MultipleChoice

The sales team at Cloud Kicks is noticing that sales reps are misusing the new Screen Flow tool for data entry, since they are viewed the initial screen after clicking finish.

What should the administrator do to fix this?

## Options:

**A-** Use a lightning action to redirect the user

**B-** Create a new flow to redirect the user when the other flow finishes.

**C-** Add a trigger to redirect the user to a new page.

**D-** Update the flow with a local redirect action.

## Answer:

A

## Explanation:

A lightning action is a type of quick action that can invoke a Lightning component, a Visualforce page, or a URL. The administrator can use a lightning action to redirect the user to a different page after they finish the screen flow. This way, the user will not see the initial screen again and will not misuse the flow tool.

https://help.salesforce.com/s/articleView?id=sf.lightning_component_actions.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.flow_distribute_lex.htm&type=5

# Question 5

**Question Type:** **MultipleChoice**

AW Computing has several service plans it offers with its laptops. Management wants the sales team to focus on bringing in new business and to have the creation of the renewal opportunity for the service plans happen automatically.

What approach should the administrator take to automate the renewal process7

## Options:

**A-** Configure a time-based workflow to send an email reminder to the sales rep when the service plan expires.

**B-** Create a dynamic Lightning page with rich text to remind the rep to create a renewal opportunity when the opportunity is closed won.

**C-** Create a validation rule to prevent the rep from closing the opportunity until a renewal is associated.

**D-** Configure a flow that will create the renewal based on the closed-won date and opportunity line items.

### Answer:

D

### Explanation:

To automate the renewal process for service plans, AW Computing should configure a flow that will create the renewal based on the closed-won date and opportunity line items. A flow is a tool that can automate complex business processes by executing logic, interacting with Salesforce database, calling Apex classes, and guiding users through screens. A flow can be triggered by various events, such as when an opportunity is closed won. Reference: https://help.salesforce.com/s/articleView?id=sf.flow_overview.htm&type=

## Question 6

**Question Type: MultipleChoice**

A sales manager at AW Computing has created a contact record but is missing some of the information to complete the record. The organization-wide default for Accounts is set to Public Read Only, and Contacts are controlled by parent.

## Options:

**A-** Who will be able to edit this new contact record?

**B-** Users above the sales manager in the role hierarchy

**C-** All users in the organization

**D-** The owner and users below the owner in the role hierarchy

**E-** Sales manager and system administrator

## Answer:

E

## Explanation:

The sales manager and system administrator will be able to edit this new contact record because they are either the owner or have Modify All Data permission respectively. Users above or below the sales manager in the role hierarchy will not be able to edit this contact record because contacts are controlled by parent and accounts are set to Public Read Only. All users in the organization will be able to view but not edit this contact record because accounts are set to Public Read Only. Reference: https://help.salesforce.com/s/articleView?id=sf.admin_sharing.htm&type=5

# Question 7

**Question Type:** MultipleChoice

DreamHouse Realty (DR) wants to ensure that its data is protected. There have been several recent attempts to phish employees.

What should DR do to help ensure that the user that is logged in is the right user when the running user is trying to view reports and dashboards?

## Options:

**A-** Require a Usemame, Password, and Security Token when logging in.

**B-** Set up an authentication provider for reports and dashboards.

**C-** Require MFA when users need to view and export dashboards and reports.

**D-** Require a high assurance session when exporting or printing reports and dashboards.

## Answer:

D

## Explanation:

To help ensure that users who are viewing reports and dashboards are who they say they are, DR should require a high assurance session when exporting or printing reports and dashboards. A high assurance session requires users to verify their identity using multi-factor authentication before accessing sensitive data or functionality in Salesforce. Reference:

https://help.salesforce.com/s/articleView?id=sf.security_high_assurance_session_level.htm&type=5

# Question 8

**Question Type:** **MultipleChoice**

When should an administrator consider when using Person Accounts'

## Options:

**A-** In a complex business model and the users find it easiest to record Opportunity information on Contacts rather than Accounts.

**B-** In a B2B business model and is selling to the primary contact at a business organization.

**C-** In a B2C business model and the consumer is the intended recipient of sates and marketing attention.

**D-** In a business model that needs a separate Contact and Account to be included on all Case records submitted.

## Answer:

C

### Explanation:

An administrator should consider using Person Accounts when they have a B2C business model and the consumer is the intended recipient of sales and marketing attention. Person Accounts allow administrators to store information about individual consumers without requiring a separate account record for each contact. Reference: https://help.salesforce.com/s/articleView?id=sf.account_person_behavior.htm&type=5

# Question 9

**Question Type: MultipleChoice**

Ursa Major Solar has a training sandbox with 160MB of test data that needs to be refreshed every other day.

Which two sandboxes should be used in this instance?

Choose 2 answers

### Options:

**A-** Partial

**B-** Developer

**C-** Developer Pro

**D-** Full

### Answer:

A, C

### Explanation:

To create a training sandbox with 160MB of test data that needs to be refreshed every other day, NTO should use either Partial or Developer Pro sandboxes. Partial sandboxes have a storage limit of 10GB and can be refreshed every 5 days. Developer Pro sandboxes have a storage limit of 1GB and can be refreshed every day. Both sandboxes can include test data from production.
Reference: https://help.salesforce.com/s/articleView?id=sf.data_sandbox_environments.htm&type=5

## Question 10

**Question Type:** **MultipleChoice**

How should an administrator support a finance team that is trying to use Opportunity data to keep an eye on their pipeline rather than manually calculating anticipated income for the quarter?

## Options:

**A-** Run a report at the end of each quarter to update the finance team on pipeline status.

**B-** Set up collaborative forecasting to view quota against the open pipeline.

**C-** Create a custom Forecasting object to inform the finance team on the status of deals.

**D-** Show the finance team how to use the Opportunity Kanban List View.

## Answer:

B

## Explanation:

To help the finance team use Opportunity data to keep an eye on their pipeline without manually calculating anticipated income for the quarter, the administrator should set up collaborative forecasting. Collaborative forecasting allows users to view quota against open pipeline and make adjustments based on changing business conditions. Reference:
https://help.salesforce.com/s/articleView?id=sf.forecasts3_overview.htm&type=5