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Question 1

Question Type: MultipleChoice

What should an administrator consider when moving approval processes using a change set?

Options:

- A) Change sets do not include the approval and rejection actions from the source organization
- B) Custom fields on standard objects will need to be manually added in the target organization.
- C) The Unique Name of the approval process is not allowed to be changed once deployed in the target organization.
- D) Change Sets do not include the order of active approval processes from the source organization.

Answer:

A

Question 2

Question Type: MultipleChoice

Universal Containers purchased Field Service Lightning Licenses in Production and wants to make these license available in an active development sandbox with the minimum development impact.

How should an administrator create these licenses in the sandbox?

Options:

- A) Merge Production and the sandbox using a template.
- B) Use the Match Production Licenses tool.
- C) Refresh the sandbox from production.
- D) Submit a Salesforce support case.

Answer:

C

Question 3

Question Type: MultipleChoice

When a lookup relationship is created between two objects, which three options can the

administrator select to help manage situations when a lookup record is deleted?

Choose 3 answers.

Options:

- A) Prompt the user to enter another record to resolve the lookup relationship.
- B) Do not allow deletion of a lookup record that is part of a lookup relationship.
- C) Notify the record owner.
- D) Delete the related record also.
- E) Clear the value of the lookup field.

Answer:

B, D, E

Question 4

Question Type: MultipleChoice

The Marketing Manager has requested that a field be added to each account that displays the number of contacts associated with that account. The manager wants to use this field as part of an email marketing segmentation strategy. How can this requirement be met?

Options:

- A) Create a custom field on the account. Use a workflow rule to update the field when contacts are added or deleted.
- B) Create a custom field on the account. Use an Apex trigger to update the field when contacts are added or deleted.
- C) Create a custom formula field on the account using the count() function to count the number of related contacts.
- D) Create a roll-up summary field that counts the number of contacts and displays that count on the account.

Answer:

D

Question 5

Question Type: MultipleChoice

The sales team has requested that a new field be added to accounts called Current Customer. The default value will be No and will change 'Yes' if any related opportunity is successfully closed as won.

What can an admin do to meet this requirement?

Options:

- A) Configure current customer as a roll-up summary field that will recalculate whenever an opportunity is won
- B) Use an Apex trigger on the Account object that sets the Current customer field when an opportunity is won.
- C) Use a workflow rule on the Opportunity object that sets the current customer field when an opportunity is won.
- D) Configure current customer as a text field and use an approval process to recalculate its value

Answer:

B

Question 6

Question Type: MultipleChoice

When a sales rep at Northern Trail tries to submit a discount request on an opportunity they receive an error:

Which two considerations would cause this error?

Options:

- A) This field updated is on a cross-object.
- B) The approval process is assigned to a queue.
- C) A validation rule prevents the field update
- D) The approval assigned in the process is inactive

Answer:

C, D

Question 7

Question Type: MultipleChoice

pay grade on the custom Position object need updating and require frequent change. Because frequent changes have to be made to these Position fields, they are requesting the ability to update these picklist values.

Which feature should the administrator consider that allows for this?

Options:

- A) A permission set containing the modify all data permission for the Position object.
- B) Delegated administration for the Position object
- C) Screen Flow using custom metadata types
- D) Field accessibility set to editable for the picklists for the Position object.

Answer:

B

Question 8

Question Type: MultipleChoice

A user changes roles from an EMEA sales representative to a US sales representative. How will this impact the ownership-based sharing rules for the user's records?

Options:

- A) This will affect the ownership of records for standard objects but not custom objects.
- B) All of the ownership-based sharing rules are recalculated.

C) None of the ownership-based sharing rules are recalculated.

D) This will only affect ownership-based sharing rules if the user moves up in the role hierarchy.

Answer:

B

Question 9

Question Type: MultipleChoice

An administrator wants to allow users who are creating leads to have access to the find duplicates button.

Which lead object-level permission will the administrator need to provide to these users?

Options:

A) Merge

B) View All

C) Delete

D) Read and Edit

Answer:

C

Question 10

Question Type: MultipleChoice

Universal Containers has a process to allow an employee to submit a vacation request and route it to the employee's manager for approval. An employee attempted to submit a request but it could not be submitted. How could the administrator troubleshoot this?

Options:

- A) Ensure the user record has an assigned active manager.
- B) Use workflow to email the administrator if the process fails.
- C) Review the system log to determine the root cause.
- D) Ensure the approval step has an associated action

Answer:

A

Question 11

Question Type: MultipleChoice

Universal Containers categorizes its accounts with one of two status values - Prospect or

Customer. The administrator wants to automatically change the value from Prospect to

Customer when an opportunity is won. Which two actions should the administrator take to accomplish this? Choose 2 answers

Options:

- A) Use Visualforce to update the Account Status field.
- B) Create an account workflow rule that updates the Account Status field.
- C) Create an opportunity workflow rule that updates the Account Status field.
- D) Use an Apex trigger to update the Account Status field.

Answer:

C, D

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