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Question 1

Question Type: MultipleChoice

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 bundler to achieve this request?

Options:

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

Answer:

B

Explanation:

Create a master-detail relationship between the parent and child object with a roll-up summary field that filters on the status field is the recommended method for the app builder to achieve the request of rolling up sales metrics to an opportunity for only Detailed.Sales__c records that have their picklist status set to Active. According to theSalesforce documentation, "Roll-up summary fields calculate values from related records, such as those in a master-detail relationship." A roll-up summary field can filter on a field value of the child records and sum up only those records that match the criteria. Utilize the AppExchange to download a third-party application that can roll up the sales dollars with the appropriate filter, create a lookup relationship between the parent and child object with a roll-up summary field that filters on the status field, and utilize Apex code to roll up the desired amounts are not valid or necessary methods for this request.

Question 2

Question Type: MultipleChoice

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

Options:

A) Add the app to a Visualforce page.

- B) Upload the app to Static Resources.
- C) Create a subdomain using My Domain.
- D) Build a Custom Tab for the app.

Answer:

A, D

Question 3

Question Type: MultipleChoice

An app builder wants to limit the amount of fields users are required to fill out when creating a new Opportunity. Once they fill out the required fields and save, the full record page with additional fields relevant to the Opportunity type becomes available.

How could this be accomplished?

Options:

- A) Make the Opportunity type a required field on the initial Opportunity page layout and use automation to fill in the type field to a record type.

- B) Use different page layouts for Opportunity types based on the user profile.
- C) Once the required fields are populated, use a sharing rule to share the new fields with the user.
- D) Hide additional sections on the page layout and show the users how to manually expand them when they want to fill in the fields in the hidden sections.

Answer:

A

Question 4

Question Type: MultipleChoice

Cloud Kicks (CK) wants to simultaneously delete a Suppliere record and all SupplierItem__c records if a partnership ends with a supplier.

What solution could an app builder use to meet the requirement?

Options:

- A) Many-to-many
- B) Indirect lookup
- C) Hierarchical
- D) Master-detail

Answer:

A

Question 5

Question Type: MultipleChoice

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

What should the app builder do?

Options:

- A) Move the reports to the Untried Public Reports folder and add them to a new change set.

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

Answer:

A

Question 6

Question Type: MultipleChoice

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 MR department

How should the app builder meet this requirement?

Options:

- A) Create a page layout with the field and use field-level security to hide the field from all other users.

- B)** Create an Apex sharing rule to share the field with users that have 'MR' in their role.
- C)** Create a sharing rule to share the field with the VP of HR with Role and Subordinates.
- D)** Create a page layout with the field for HR users and another page layout without the field for all other users.

Answer:

A

Question 7

Question Type: MultipleChoice

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?

Options:

- A)** 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,
- B)** 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

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.

Answer:

C

Question 8

Question Type: MultipleChoice

The sales Operations team at AWS 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?

Options:

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

Answer:

A

Question 9

Question Type: MultipleChoice

Universal Containers wants to its sales team to only see the accounts that they own. Separate Month American and Environment manufacturing teams should only see accounts in their respective regions. The Inside sales team needs to see all accounts in Salesforce.

How should an app builder accomplish this?

Options:

- A) Set the organization--Wide Default to publish 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 private for accounts. Create permission sets for each Marketing Team, and create an Inside Sales team Profile with the "View All" setting for accounts.
- C)** Set the Organization Team profile 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 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 accounting for accounts.
- E)** Set the Organization Team profile 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.
- F)** 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.

Answer:

D

Question 10

Question Type: MultipleChoice

universal containers has several new fields they requested for the opportunity product object. What should an app builder be able to configure using a formula field ?

Options:

- A) A hyperlink to the parent account of the parent opportunity.
- B) A mix of functions and concatenation of 10 account fields and 10 opportunity fields.
- C) A combination of the opportunity's text and a description fields.
- D) A Rich text area field that uses HTML to bold certain characters

Answer:

D

Question 11

Question Type: MultipleChoice

Which two features can be used to allow users to access flows. Choose 2 answers?

Options:

- A) Invoked by a process
- B) Custom button
- C) Quick action
- D) Flow launcher

Answer:

B, C

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