Question 1

The appraisal team at DreamHouse Realty wants to leverage Salesforce mobile app.

What are three things an app builder should do to optimize mobile experience?

Choose 3 answers

Options:

A- Use Global Actions to make it easy to perform vital functionality on mobile.

B- Avoid using default field values so that the user is required to fill in all fields on the screen.

C- Minimize the amount of formula fields and lookup fields to reduce page load time.

D- Create individual customized layouts for different phone operating systems.

E- Put the most important fields in the compact layout so they are easy to find.

Answer:

A, C, E

Question 2

Question Type: **MultipleChoice**

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

Options:

A- Flow

B- Process Builder

C- Big Deal Alert

D- Workflow

Answer:

A, B

Question 3

Question Type: **MultipleChoice**

DreamHouse Realty (DR) has a policy that requires the phone number on Contact to be deleted when the DoNotCall checkbox is checked.

What automation tool should the app builder recommend?

Options:

A- Quick action

B- Approval process

C- Validation rule

D- Workflow rule

Answer:

C

Question 4

Question Type: MultipleChoice

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?

Options:

A- Master-detail relationship

B- Roll-up summary

C- Formula

D- Lookup relationship

Answer:

A

Question 5

Question Type: **MultipleChoice**

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?

Options:

A- Workflow

B- Path

C- Chatter feed

D- Global Action

Answer:

B

Question 6

Question Type: MultipleChoice

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

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

Options:

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

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

C- Define record types and page layouts for each stage.

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

Answer:

D

Question 7

Question Type: **MultipleChoice**

Which two places can an app builder go to see a list of available Custom Lightning components in their org?

Choose 2 answers

Options:

A- Visualforce components in Setup

B- Lightning component Generator

C- Lightning App Builder

D- Lightning components in Setup

Answer:

C, D