# Question 1

Sales reps at Cloud Kicks (CK) forget to submit for approval when CK needs orders reviewed before close won. CK wants to automatically submit opportunities into the Secure Commitment Stage to eliminate manual submission.

Which three features would meet the business requirements?

Choose 3 answers

## Options:

**A-** Workflow

**B-** Process Builder

**C-** Apex

**D-** Chatter action

**E-** Flow

## Answer:

B, C, E

# Question 2

When a sales rep submits an account for approval, Universal Containers wants the user to answer additional questions via a popup window to populate additional record fields.

What should an app builder use to achieve the desired result?

## Options:

**A-** Process Builder and Flow

**B-** Lightning component and Process Builder

**C-** Custom picklist field and Process Builder

**D-** Custom button and Flow

## Answer:

D

# Question 3

Universal Containers has deployed custom tabs to Production via changes sets, without including the profile settings or permission sets.

What is the settings for the visibility of custom tabs?

## Options:

**A-** Custom tabs are default off for all users.

**B-** Custom tabs are default on for all uses.

**C-** Custom tabs are hidden for all users.

**D-** Custom tabs are NOT deployed.

## Answer:

C

# Question 4

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

An App Builder wants to deploy a new version of an auto launched flow to production in an active state so that the new functionality Is immediately available to users

What should the App Builder rake Into consideration when planning the deployment?

## Options:

**A-** Verify there is an Apex test that provides test coverage for the Flow.

**B-** Grant user access to the Flow.

**C-** Manually activate the Flow after deployment

**D-** Include the Process Builder calling the Flow In the deployment

## Answer:

A

# Question 5

**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 6

**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?

**A-** Workflow

**B-** Path

**C-** Chatter feed

**D-** Global Action

**Answer:**

B

# Question 7

**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 8

**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

# Question 9

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

Universal Containers uses a private sharing model on Accounts. User A and user B both own Accounts of their own and have both been sent a new account record in an email owned by user C to take a look at. User A is able to open and view the record but user B receives an insufficient privileges error. User A and user B have the same role in the role hierarchy as user.

What are the three reasons user A has access but user B is unable to access the record? Choose 3 answers

## Options:

**A-** User A is on the same account team as user C.

**B-** User A and user B have different profiles.

**C-** User C has manually shared the record with user A.

**D-** User A was granted an additional permission set.

**E-** User A is in a public group that has access via a sharing rule.

## Answer:

A, C, E

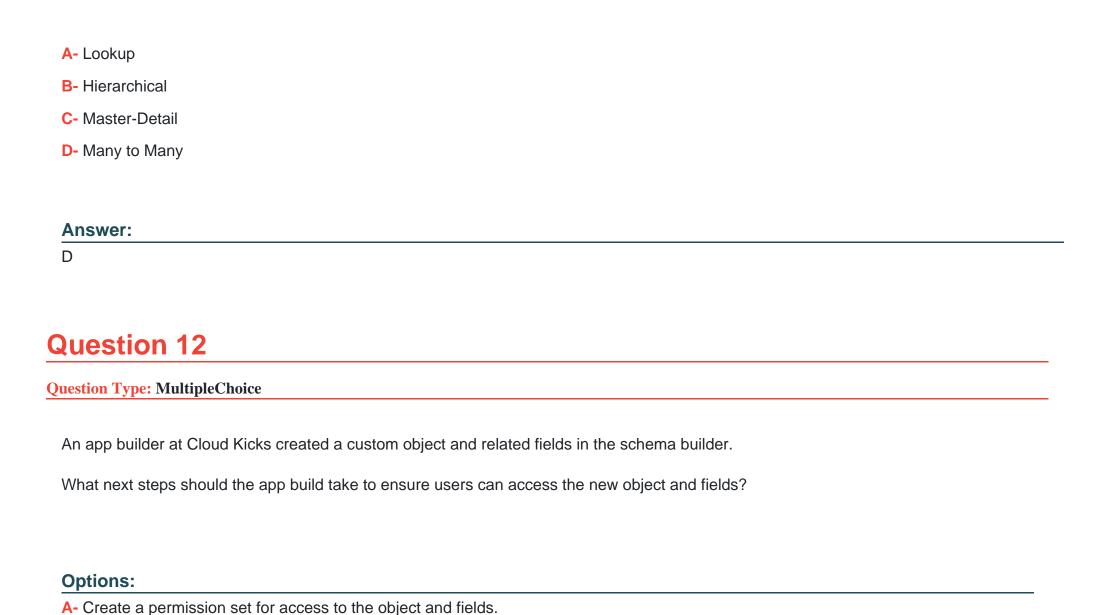# Question 10

**Question Type: MultipleChoice**

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.

Which feature would an app builder use?

## Options:

**A-** Field Update

**B-** Global Picklist Value Set

**C-** Dynamic Action

**D-** Dependent Picklist

## Answer:

B

# Question 11

Universal Containers wants to track installation information once it container has been purchased on a custom object. Sales reps should have visibility of all the installation with their opportunities.

visibility of all the installations associated with their opportunities.

What kind of relationship should this new object have to the Opportunity?

## Options:

**A-** Lookup

**B-** Hierarchical

**C-** Master-Detail

**D-** Many to Many

## Answer:

D

# Question 12

An app builder at Cloud Kicks created a custom object and related fields in the schema builder.

What next steps should the app build take to ensure users can access the new object and fields?

## Options:

**A-** Create a permission set for access to the object and fields.

**B-** Allow reporting for the object and fields.

**C-** Assign data types to the fields on the object.

**D-** Add the fields to the page layout on the object.

**Answer:**

D