

# DUMPS ARENA

## Salesforce Certified Platform App Builder (SU23)

Salesforce Certified-Platform-App-Builder

Version Demo

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**QUESTION NO: 1**

Cloud Kicks wants to set up a new opportunity approval process and execute various action items based on the initial submission.

Which three action types should an app builder use in the approval process?

Choose 3 answers

- A. Email Alert
- B. Outbound Message
- C. Task
- D. Invocable Flow
- E. Invocable Process Builder

**ANSWER: A B C****QUESTION NO: 2**

The VP of Sales at Universal Containers wants to have a set of screens to guide the inside sales team through collecting and updating data for leads.

How can the app builder accomplish this?

- A. Workflow
- B. Process Builder
- C. Salesforce Connect
- D. Flow

**ANSWER: D****QUESTION NO: 3**

When is it advisable to use a full-copy sandbox?

- A. For training users on new features.
- B. Staging before final deployment.
- C. Performance and load testing.

D. All of the above.

**ANSWER: D**

#### QUESTION NO: 4

For an external object relationship, you can create an external lookup relationship.

What type of object(s) can be the parent?

- A. External
- B. Standard or Custom
- C. Standard or External
- D. Custom

**ANSWER: A**

**Explanation:**

For an external lookup you can only have an external object as the parent, but can have all 3 as the child. Does not require a Salesforce ID.

#### QUESTION NO: 5

Universal Containers is migrating its sales operations from a legacy system that was used in Europe. Opportunities need to be imported with the proper country currency. Which two steps should an app builder configure to meet these requirements? (Choose two.)

- A. Include the Currency ISO code in all currency fields in the import file.
- B. Use Data Loader to import the records.
- C. Include the Currency ISO Code Column in the import file.
- D. Use Import Wizard to import the records.

**ANSWER: B C**

#### QUESTION NO: 6

What is a self-relationship?

- A. A lookup field to the user object.

- B. A lookup to the global search.
- C. A relationship of account to opportunity owned by the same owner.
- D. A lookup field to the same object.

**ANSWER: D**

**Explanation:**

Self-relationship: When an object has a lookup with itself, it is a self-relationship. A self-relationship creates a tree diagram of the objects. For example, the account has a lookup on himself, called Parent Account. On the user object a special self-relationship called the hierarchical relationship helps create superior roles such as supervisor, manager on user object. The hierarchical relationship is a selfrelationship of the user object.

Hierarchical relationship: This type of relationship is a special lookup relationship available only for the user object. It allows users to use a lookup field to associate one user with another that does not directly or indirectly refer to itself. For example, you can create a custom hierarchical relationship field to store each user's direct manager.

**QUESTION NO: 7**

An app builder wants to create a new field using Schema Builder.

Who will get access to the new field by default?

- A. Standard profiles
- B. No profiles
- C. Internal profiles
- D. All profiles

**ANSWER: C**

**QUESTION NO: 8**

Which is true about social accounts?

- A. Connection to social account is established through a company wide "named principal".
- B. You can use social accounts to import data into Salesforce.
- C. You need a personal social account in order to see social account data.
- D. You can use social accounts data even when you are not logged into the social account.

**ANSWER: C**

**QUESTION NO: 9**

You need to provide a way to invoke a custom report from the account detail page. The report should render values that are specific to the account in context.

What are the best options? (Choose two.)

- A. Detail Page Button
- B. List Button
- C. Detail Page Links
- D. Visualforce

**ANSWER: A C**

**QUESTION NO: 10**

Identify the standard Lightning components. (Choose four.)

- A. List View
- B. Rich Text
- C. Visualforce Page
- D. Reports
- E. Dashboards

**ANSWER: A B C D**

**QUESTION NO: 11**

When a deal is closed- won, it has to be approved by the owner's manager prior to being added to the leaderboard for a quarterly sales competition. An opportunity is won on the last day of the quarter and the manager is on vacation.

What is recommended to ensure all of the appropriate deals are reviewed and the leaderboard is up to date?

- A. Forward the approval request to the manager's assistant.
- B. Set up a delegated approver for the manager
- C. Have the manager log on and reassign the approval request
- D. Use Process Builder to assign a delegated approver.

**ANSWER: B**

**QUESTION NO: 12**

The previous administrator of Cloud Kicks' (CK) Salesforce Organization used text as the field type when creating new custom fields. CK's current roadmap requires a project that will clean this up during the Lightning migration.

Which three field types should be considered to keep better track of contact information fields? (Choose three.)

- A. Email
- B. Date
- C. Time
- D. Number
- E. Phone

**ANSWER: A B E****QUESTION NO: 13**

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

- A. Workflow
- B. Process Builder
- C. Apex
- D. Chatter action
- E. Flow

**ANSWER: B C E****QUESTION NO: 14**

Universal Containers is expecting impacts to operations due to increased demand. The executive team will be reaching out to current customers and want to see the number of open cases for the account and parent account.

Which two tools could an app builder combine to display the number of open cases on the account page? (Choose two.)

- A. Approval Process
- B. Process Builder

- C. Flow
- D. Workflow

**ANSWER: A C**

**Explanation:**

Reference: [https://help.salesforce.com/s/articleView?id=sf.lightning\\_app\\_builder\\_overview.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.lightning_app_builder_overview.htm&type=5)

**QUESTION NO: 15**

Universal Containers wants to automatically assign a specific permission set to new users.

Which two actions should be completed in order to meet this requirement? (Choose two.)

- A. Create a workflow rule on the User object to assign a permission set.
- B. Create a Process on the User object to launch a flow.
- C. Create an Approval process on the User object to assign a permission set.
- D. Create a Flow on the User object to assign a permission set.

**ANSWER: B D**

**QUESTION NO: 16**

To increase adoption, Universal Containers is proposing changes to its Salesforce data model to allow easier visibility for sales reps into key metrics. The proposal has three custom objects related to the Account object, one with a master-detail, and two that are not. Each of these objects has 15 fields they would like to summarize on the Account object. What are two considerations for this proposal? (Choose two.)

- A. An object can have 20 object references.
- B. An object can have 25 roll-up summaries.
- C. Roll-up summaries allow MAX, MIN, SUM, COUNT, and AVG.
- D. Roll-up summaries are limited to master-detail relationship.

**ANSWER: B D**

**QUESTION NO: 17**

Which of the following are good ways to track changes in production?

- A. Diff the metadata.
- B. Use a change log request form.
- C. Check the setup audit trail every week.
- D. All of the above.

**ANSWER: D**

#### QUESTION NO: 18

A user has requested a field that counts the number of child records associated with a custom object. These custom objects have a lookup relationship between each other.

Which feature would best accomplish this requirement?

- A. Apex Trigger
- B. Roll-Up Summary Field
- C. Lightning Process Builder
- D. Visual Flow

**ANSWER: A**

**Explanation:**

Process builder can't count.

#### QUESTION NO: 19

An app builder creates an Account validation rule on the Industry field that will throw an error if the length of the field is longer than 6 characters. Another app builder creates a workflow rule with a field update that sets the industry field to technology whenever the billing city field is set to San Francisco.

What will happen the next time a sales person saves an Account with a billing city of San Francisco?

- A. The record will NOT save and the validation rule's error message will be displayed.
- B. The record will save but the industry field will NOT change to technology.
- C. The record will save and the industry field will change to technology.
- D. The record will NOT save and the error message will NOT be displayed.

**ANSWER: C**



**QUESTION NO: 20**

Universal Containers requires e-mails to be sent to additional recipients when a workflow e-mail alert is triggered from the case object.

Which two field types need to be added to the case object to allow additional recipients on the e-mail alert? (Choose two.)

- A. Text field
- B. E-mail field
- C. Lookup field
- D. Formula field

**ANSWER: B C**