

## [Jun 13, 2022 Genuine Platform-App-Builder Exam Dumps New 2022 Salesforce Praticce Exam [Q173-Q192]



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**NO.173** Which Validation formula is valid to make sure Phone & Email fields are filled in when converting a Lead?

- \* IsConverted = TRUE && (ISBLANK(Phone) && ISBLANK(Email))
- \* IsConverted = TRUE && OR(ISBLANK(Phone), ISBLANK(Email))
- \* IsConverted = FALSE && (ISBLANK(Phone) && ISBLANK(Email))
- \* IsConverted = TRUE && OR(Phone, Email)

Explanation

**NO.174** The customer service team at Universal containers uses a custom Project object to track their customer projects. An App builder needs to create a relationship between the project object and the related client Account record. A private sharing model is in place for both Accounts and projects. Which statement is true when creating an Account lookup field on the Project object? Choose 2 answers

- \* The account lookup field on the project record can be made optional.
- \* Cross-object field updates between the Project and Account records are not supported
- \* Users can only delete Accounts if they have access to related projects records

- \* The account record can include roll-up summary field with data from the project records

**NO.175** Field type conversion. Which of the following are true: (2)

- \* Data can be lost when converting from auto-number to text
- \* Data can be lost when converting from number to currency (assuming that field lengths are identical)
- \* Information can be lost when converting from text area (rich) to text area (long)
- \* Data can be lost when converting from simple picklist to multi picklist

**NO.176** Universal Containers created a custom object called Component to capture details about products sold.

What approach should an app builder take to show Component as a related list on Product?

- \* Create a master-detail relationship on Product to Component. Add the Component related list to the Product page layout.
- \* Create a junction object to relate Component and Product. Add the Component related list to the Product page layout.
- \* Create a roll-up on Product. Add the Component related list to the Product page layout.
- \* Create a lookup relationship on Component to Product. Add the Component related list to the Product page layout.

**NO.177** universal containers has implemented multi currency. There are several products that universal containers sells exclusively in europe and the UK. Opportunities for these products need to be written in euros or british pounds. Which solution should an app builder recommend ?

- \* Create a new page layout for these products that shows only the EUR and GRP currencies in the opportunity currency picklist.
- \* Create a new record type for these products and include only the EUR and GBP currencies from the opportunity currency picklist
- \* Create a new sales process that includes only the EUR and GBP currencies for these products.
- \* Create a new validation rule that allows only EUR or GBP to be selected from all active currencies when an opportunity is created for these products.

**NO.178** Universal Containers has a requirement that an Opportunity should have a field showing the value of its associated account's billing state. This value should not change after the Opportunity has been created.

What is the recommended solution to configure this automation behavior?

- \* Formula field
- \* Apex
- \* Roll-up summary field
- \* Workflow

**NO.179** 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 ?

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

**NO.180** What is a user case for validation rules?

- \* Ensure Zip/Postal Codes are entered in the correct formal.
- \* Restrict partner Lead visibility to the channel sales team.
- \* Prevent deals with less than a 10% discount from entering an approval process.
- \* Prevent non-managers from joining a private Chatter Group.

**NO.181** When a user creates a record by using an object-specific create action, what feed item for that record appears? (Choose 3 answers)

- \* In the Chatter feed of the user who created the record

- \* In the Chatter feed of the first user who follows the record on which the record was created
- \* As the first entry in the feed for the new record
- \* In the user profile feed for all users who can view the record
- \* In the feed for the record on which the new record was created

**NO.182** Sales managers want to be automatically notified any time there is a change to an opportunity close date and want these changes to be tracked on the opportunity. Which two configurations should an app builder recommend? Choose 2 answers

- \* Create an opportunity outbound message
- \* Activate historical trending for opportunities
- \* Enable feed tracking on opportunities
- \* Use process builder on opportunities and a chatter post action

**NO.183** When using the Data Export Wizard to manually export data, you can only export data if \_\_\_\_\_.

- \* Your data doesn't include attachments, images, or documents.
- \* You've installed a client application to export the data.
- \* Enough time has passed since your last export.
- \* You are an Admin.

Explanation/Reference:

**NO.184** Cloud Kicks works on an annual subscription model. When a sales rep marks an opportunity as closed won, a new opportunity should automatically be created for the renewal. The contracts team works outside of Salesforce but also needs to be notified about closed deals in order to initiate the contract process with the customer.

Which automation solution would meet these requirements?

- \* Approval Process
- \* Validation Rule
- \* Process Builder
- \* Workflow Rule

**NO.185** Cool Air Conditioners has been using Service Cloud to manage cases, but are now considering using it to manage field service jobs. They would like to track field service activity and assignment to technicians. What is the recommended solution to meet these requirements? Choose 1 answer.

- \* Install an AppExchange product that provides Field Service functionality
- \* Extend the Service Cloud configuration to handle Field Service cases
- \* Utilize the standard objects Work Order and Work Order Line Items
- \* Use real time API integration to connect Salesforce with an external field service application

**NO.186** Select the data types that are supported by formula fields. (Choose three.)

- \* Percent
- \* Currency
- \* Email
- \* Phone
- \* Text

**NO.187** Universal Containers wants to create a report to show job applications with or without resumes.

What considerations should the app builder be aware of when creating the custom report type?

- \* An app builder is unable to create custom report types for objects they do not have permissions for.
- \* Once the report type has been deployed it is unable to be deleted.
- \* A primary object selection is locked once the custom report type has been saved.

\* When a custom or external object is deleted the report type and reports remain but cause an error when the report is run.

**NO.188** Which of the following descriptions about the Lightning Components framework is true?

- \* It uses JavaScript on the client side and Apex on the server side.
- \* It uses events to communicate data between components.
- \* It uses a stateful client and stateless server architecture.
- \* All of the above.

**NO.189** The recruiters at Universal Containers have requested that the candidate list view match the look and feel of the employee referral web page. What can be used to accomplish this?

- \* Page Layouts
- \* Visualforce
- \* Record Types
- \* Publisher Actions

**NO.190** At Universal Containers, the Account object has a Master-Detail relationship with an Invoice custom object.

The App Builder would like to change to a lookup field, but is not able to do so. What could be causing this?

- \* The invoice must have at least one Master-Detail field for reporting.
- \* The Account record includes Invoice roll-up summary fields.
- \* The Invoice records have existing values in the Account.
- \* The Account is included in the workflow on the Invoice object.

**NO.191** An Alexa Skill Builder built a skill with the following interaction model:

```
{
  "interactionModel": {
    "languageModel": {
      "invocationName": "my first skill",
      "intents": [
        {
          "name": "HelloIntent",
          "slots": [],
          "samples": [
            "say hello",
            "hello"
          ]
        },
        {
          "name": "HelloPersonIntent",
          "slots": [
            {
              "name": "Name",
              "type": "AMAZON.US_FIRST_NAME"
            }
          ],
          "samples": [
            "say hello to {Name}",
            "hello {Name}"
          ]
        }
      ]
    }
  }
}
```

Which utterance would invoke HelloIntent?

- \* "Alexa, use my first skill to say hello."
- \* "Alexa, ask my first skill to say hello to John."
- \* "Alexa, open my first skill."
- \* "Alexa, say hello to my first skill."

**NO.192** An app builder needs to change the data types of a few custom fields. The app builder is not able to delete and recreate any of the fields, nor modify any Apex code.

What data type change will require the app builder to perform additional steps in order to retain existing functionality?

- \* Changing the data type of a field used in lead conversion from number to text.
- \* Changing the data type of a field used as an External ID from number to text.
- \* Changing the data type of a field used in an Apex class from number to text.
- \* Changing the data type of a field used in a report from text to an encrypted field.

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