

# Salesforce TVB 403

1. DreamHouse Realty wants to make sure an Opportunity has a field Expected\_Close\_Date\_c populated before it is allowed to enter the qualified stage.

How should an app builder solution this request?

A. Record Type

B. Validation Rule

C. Activity History

D. Page Layout

**Answer(s): B**

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2. An app builder notices several Accounts converted from Leads are missing information they expected to be caught via Account validation rules.

What could be the source of this issue?

A. The lead settings are unchecked to require validation for converted leads.

B. Account validation rules fail to validate on records converted from a lead.

C. The lead settings are allowing users to intentionally bypass validation rules.

D. Lead validation rules fail to validate on records when they are being converted.

**Answer(s): B**

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3. An App Builder at UVC would like to prevent users from creating new records on an Account related list by overriding standard buttons.

Which two should the App Builder consider before overriding standard buttons?

A. Standard buttons can be changed on lookup dialogs, list views, and search result layouts

B. Standard buttons can be overridden with a Visualforce page

C. Standard buttons that are not available for overrides can still be hidden on page layouts

D. Standard buttons can be overridden, relocated on the detail page, and relabeled

**Answer(s):** B C

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4. The Service Manager provided the app builder with color code requirements for case age on open cases.

New cases populate a green circle

Day-old cases populate a yellow circle

Three day-old cases populate a red circle

How should an app builder implement this requirement?

A. Formula Field

B. Quick Action

C. Custom Button

D. Lightning Web Component

**Answer(s):** A

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5. Universal Containers (UC) has a time-sensitive need for a custom component to be built in 4 weeks; UC developers require additional enablement to complete the work and are backlogged by several months.

Which option should an app builder suggest to meet this requirement?

A. Use an AppExchange solution.

B. Build a screen flow page.

C. Build a Lightning record page.

D. Use a Boit solution

**Answer(s): A**

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6. Ursa Major Solar's service department gets requests for several types of services, such as installation, repair, and maintenance. Service managers need to be able to tell when maintenance was last done on an asset to help determine if they are meeting contract agreements, but the last maintenance date can be difficult to determine when there are many work orders related to the asset. They think it would be helpful to have a field auto-populated on the Asset record when a maintenance work order gets closed.

What tool should an app builder recommend to help meet this requirement?

A. Visualforce

B. Roll-up Summary

C. Apex Trigger

D. Flow

**Answer(s): D**

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7. 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?

A. The invoice must have at least one Master-Detail field for reporting.

B. The Account record includes Invoice roll-up summary fields.

C. The Invoice records have existing values in the Account.

D. The Account is included in the workflow on the Invoice object.

**Answer(s): B**

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8. Ursa Major Solar has a lookup relationship between a custom Galaxy\_\_c object and a custom Star\_\_c object. An app builder wants to create a roll-up summary field that counts the total number of Star\_\_c records related to each Galaxy\_\_c record.

How would the current configuration impact the ability to achieve the desired result?

A. The roll-up summary can be achieved by creating a formula field on the Galaxy\_\_c object.

B. The lookup relationship will need to be converted to a master-detail relationship before a roll-up summary field can be created.

C. The roll-up summary can be achieved by creating a formula field on the Star\_\_c object.

D. A roll-up summary field will need to be created on the Galaxy\_\_c object with a field filter that select all related Star\_\_c records

**Answer(s): B**

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9. Service agents at Ursa Major Solar want a more condensed case view. Service agents also want to be able to modify the associated contact and account records from the case page layout on the

Lightning record page.

Which two components should an app builder use to meet these requirements? Choose 2 answers

A. Path

B. Rich text

C. Related record

D. Tabs

**Answer(s): C D**

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**10.** A sales rep at AW Computing is unable to find what they are looking for while scrolling through their Chatter feed.

How can a filter be utilized to show only posts from their key account and opportunity records?

A. Create a Chatter group.

B. Create Chatter bookmarks

C. Create a Chatter stream.

D. Create a Chatter notification.

**Answer(s): C**

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**11.** Universal Containers is setting up salesforce for the first time. Management wants the sales and marketing teams to have different navigation names in the salesforce1 mobile app.

Which option is available to an app builder to satisfy the requirement?

A. Create sales and marketing profiles to ensure read access to different objects

B. Create roles for sales and marketing and assign a custom homepage layout for each role.

C. Create mobile navigation menus for both the sales and marketing profiles.

D. Create public groups for sales and marketing and create mobile navigation menus for each group.

**Answer(s): C**

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**12.** Cloud Kicks wants to display 10 key fields at once in a separate section at the top of opportunity records on the desktop.

Which component should an app builder add to the record page to enable this functionality?

A. Path

B. Highlights Panel

C. Custom Lightning Web Component

D. Accordion

**Answer(s): B**

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**13.** Universal Containers allows all employees to submit reviews for leadership using a custom object called Review. These Reviews should only be visible to the HR department and the employee who submitted the record.

Which three steps should an app builder take to properly control access to Reviews? Choose 3 answers

A. Disable Grant Access Using Hierarchies.

B. Add a Master-Detail(User; field on the Review object.

C. Create a criteria-based Sharing Rule for the HR Department.

D. Remove Review Read permission from non-HR Department user Profiles.

E. Set organization-wide default to Private.

**Answer(s): A C E**

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**14.** A recently refreshed partial sandbox at Cloud Kicks has no data in the custom object Shipping. In production, there are two million rows of data in the object.

What could be the reason the data is missing?

A. The sandbox was refreshed too early.

B. The selected objects in the sandbox template.

C. The Partial sandbox is at capacity.

D. The sandbox is still populating data.

**Answer(s): B**

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**15.** UVC's CFO has asked that all deals with more than a 40% discount get automatically sent to the VP of Finance. He will review these deals without the sales rep needing to take action. Which two ways can this be accomplished without building code? Choose two answer

A. Launch a new approval process that has automatic submission enabled as an initial submission action

B. Create a new process with a submit for approval action to automatically submit deals for approval

C. Create a new approval process that has automatic submission enabled in the entry criteria

D. Launch a flow that uses the submit for approval action to submit deals for approval

**Answer(s): A B**

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**16.** An app builder wants to add the option to 'Send New Email' from Leads, Contacts and Accounts for users on mobile.

What is the benefit of using global actions to accomplish this?

A. Global actions can be accessed anywhere actions are pages, feed and Chatter groups,

B. Salesforce Lightning Component Library houses existing global actions prebuild for use.

C. The global action's layout automatically clones the default page layout.

D. Global actions are record-specific and are available when searching that particular

**Answer(s): A**

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**17.** An app builder has a custom component they want to make available on the utility bar, but the component is unavailable.

How should the component be tagged?

A. For use on record pages.

B. For use in Lightning App Builder.

C. For use on the utility bar.

D. For use in App Manager.

**Answer(s): B**

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**18.** Universal Containers has a custom picklist called Support Level on the Account object. They would like to show the real-time value of Support Level on all case records. How should an app builder implement this requirement?

A. Create a formula field on the Case object using the TEXT function.

B. Create a formula field on the Account object using the ISPICKVAL function.

C. Create a Process Builder and use a field update on the Case object.

D. Create a roll-up summary field using Support Level on the Account object.

**Answer(s): C**

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**19.** UC 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. Is there a recommended solution to configure this automated behavior?

A. Formula field

B. Apex



C. Workflow

D. Roll-up summary field

**Answer(s): C**

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**20.** Universal Containers has a new custom object for Invoices that includes an InvoiceNumber field. Before the Invoice object can be used, invoices will be migrated from an external system maintaining their current InvoiceNumber. After the migration, salesforce will be the system of record and each new Invoice created in Salesforce must have a unique InvoiceNumber. How should the app builder configure the InvoiceNumber field?

A. Create a Text field for the original InvoiceNumber and an AutoNumber field for the Salesforce InvoiceNumber.

B. Create a Text field and mark it as a unique external ID field.

C. Create a Text field, then change it to AutoNumber after the migration.

D. Create an AutoNumber field and migrate the Invoices

**Answer(s): B**

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