

# Salesforce Platform Developer II

1. What type of field can be used to filter a Report Chart that has been added to a Page Layout?

A. Name Field

B. Formula Field

C. Matching ID Field

D. Standard Field

**Answer(s): C**

---

2. Which rule can be configured for the Opportunity object? Choose 2 answers

A. Escalation Rule

B. Workflow Rule

C. Validation Rule

D. Assignment Rule

**Answer(s): B C**

---

3. Universal Containers wants to standardize their business logic. They want to ensure that the workflow order is guaranteed to be the same each time. Which feature can be used to accomplish this? Choose 2 answers.

A. Lightning Process Builder

B. Workflow

C. Chatter Actions

D. Visual Workflow

**Answer(s): A D**

---

4. What is a true statement in regards to managing access to reports and dashboards? Choose 2 answers

A. Users with the "Manage Public Reports" permission can organize reports by creating custom report folders and sending invitations to users to access them.

B. Users must have certain permissions to access public, hidden, or shared folder.

C. Users with the "Manage Public Reports" and "Create and Customize Reports" permissions can create custom reports that all users can view.

D. Users that want to grant access to personal folders can manually share a personal folder with a user or public group.

**Answer(s): A C**

---

5. Universal Containers would like to embed a chart of all related Opportunities, by stage, on the Account detail page. Which type of report should the App Builder create to add to the Account page layout?

A. A summary report on the Opportunity object.

B. A summary report on the Account object.

C. A tabular report on the Account object.

D. A tabular report on the Opportunity object.

**Answer(s): A**

---

6. What is recommended to refresh a full sandbox?

A. After a UAT sign-off

B. Whenever a new production user is added.

C. After a major production release.

D. Within 3 hours of when it is needed.

**Answer(s): C**

---

7. When a user creates an Account report, the user does not see Industry as an available field in the report builder. However, this same user is able to see it in the Account page layout.

What scenario would cause this?

A. The user uses a custom report type which does not include the Industry field.

B. The Industry field has no record values in the Account.

C. The Industry field is not enabled for the particular record type

D. The user does not have Industry field visibility in the field level security

**Answer(s): A**

---

8. A divisional manager wants to add a chart into a page layout.

Which report format can be used as the source report to accomplish this? Choose 2 answers.

A. Matrix format with a chart.

B. Joined format with a chart.

C. Tabular format with a chart.

D. Summary format with a chart.

**Answer(s):** A D

---

**9.** What is the capability of a schema builder? Choose 2 answers

- A. To update description of standard and custom objects.
- B. To modify custom field help text on standard objects
- C. To create new look-up or master-detail object relationship
- D. To enable field history tracking on standard objects.

**Answer(s):** B C

---

**10.** Which statement is true for embedding a Visualforce page in a page Layout. Choose 2 Answers

- A. Visualforce Pages on a field set have attributes for width and height.
- B. Visualforce Pages can be placed anywhere in the page layout.
- C. Visualforce Pages on a page layout have attributes for width and height
- D. Visualforce Pages can only be place in the Visualforce section in a page layout.

**Answer(s):** B C

---

**11.** Universal container has a custom object for shipping information. They have to ship to both businesses and consumers. They need to show additional values in the custom field called insurance type for business shipping records.

How can this be set up?

- A. Use Record type with single page layout.
- B. Create multiple picklist fields on the object

C. Use record types with multiple page layout

D. Create a multi-select pick-list field.

**Answer(s): D**

---

**12.** What metadata changes can be made directly in a production environment without deploying from sandbox? Choose 2 answers

A. Apex Triggers

B. Visualforce Pages

C. Validation Rules

D. Apex Classes

**Answer(s): B C**

---

**13.** Universal Containers would like to automatically assign a specific permission set to new users. How can this requirement be met? Choose 2 Answers

A. Create an approval process on the User object to assign a permission set

B. Create a flow on the user object to assign a permission set.

C. Create a lightning process on the user object to launch a flow.

D. Create a workflow rule on the User object to assign a permission set.

**Answer(s): B C**

---

**14.** Universal Containers has two teams: Sales and Services. Both teams interact with the same records. Sales users use ten fields on the Account record. Services users use three of the same fields as the Sales team, but also have five of their own, which the sales team does not use. What is the minimum configuration necessary to meet this requirement?

A. One profile, two record types, one page layout

B. Two profiles, two record types, two page layouts

C. One profile, one record type, one page layout.

D. Two profiles, one record type, two page layouts

**Answer(s): B**

---

**15.** Universal Containers has a custom assessment object used by three divisions. Each division wants to track different information on the assessments, including different values for the status picklist. Division managers do not want their teams to be able to create another division's assessment. How can this be accomplished?

A. Create additional custom assessment objects, one for each division, to track their assessments so information can be tracked separately. Use profiles to restrict access to the three custom objects.

B. Create separate assessment record types for each division and use them to limit picklist values. Create separate page layouts for each record type and use profiles to restrict record type access.

C. Create three page layouts to determine the fields and picklist values for each user based on the division indicated on their user record. Use field-level security to restrict access to each division's fields.

D. Create a separate page layout for each division and assign them profiles. Use the profile setting to configure each division's custom field list and picklist values for assessments

**Answer(s): B**

---

**16.** 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 save and the Industry field will change to Technology

B. The record will not save and the validation rule's error message will be displayed

C. The record will not save and no error message will be displayed

D. The record will save but the Industry field will not change to Technology

**Answer(s): A**

---

**17.** Universal Containers needs the ability to generate contract documents. All the data required for a contract resides in a custom object. What is the recommended solutions?

A. Enable the contract feature and create a custom Contract template based on the Standard template.

B. Store a template in the static resources and configure the Action Link Template to use it.

C. Create the HTML template for contracts and store it in the Public Folder.

D. Select and install an AppExchange product to meet the contract generation needs.

**Answer(s): D**

---

**18.** What should be done to provide managers access to records of which they are not the owner in a private sharing model?

A. Create a Manager Permission set and select the "View All Data" option

B. Create a Manager profile and select the "View My Teams Data" option.

C. Define a Role Hierarchy and use the Grant Access Using Hierarchies option

D. Set the Manger field for each User Record on the Manager's team.

**Answer(s): A**

---

**19.** Sales representatives want to capture custom Feedback record details related to each Account. The sales reps want to accomplish this with minimal clicks on the Salesforce1 mobile application. What is the recommended solution to meet this requirement? Choose 2 answers.

A. Create predefined values for most of the fields.

B. Create a global action on Account.

C. Create a feedback object as a parent of Account

D. Create an object-specific action on Account

**Answer(s):** A D

---

**20.** Universal Containers sales reps can modify fields on an opportunity until it is closed. Only the sales operation team can modify the post closed follow-up dates and post closed follow-up comments fields. How can these requirements be met?

A. Use record types with field sets and restrict editing fields using field-level security.

B. Use field-level security on page layouts to restrict editing fields

C. Use multiple record types, page layouts and profiles.

D. Use field level security to mark fields as read only on the sales profile

**Answer(s):** B

---