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Test Voucher Sample

2023ねん だいいかいにほんごのうりやくしけん
The Japanese-Language Proficiency Test in 2023(July)

Level: N4
Test Site: Yangon-3
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Seal or Signature: 8/4/2023

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けしごむ、しゃしんつきのみぶ
しょうめいしょ
3がつとおか(さんようび)です。

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Studying for attending Salesforce Certified Platform User Experience Designer exam pays attention to the method. The good method often can bring the result with half the effort, therefore we in the examination time, and also should know some test-taking skill. The Plat-UX-101 quiz guide on the basis of summarizing the past years, found that many of the questions, the answers have certain rules can be found, either subjective or objective questions, we can find in the corresponding module of similar things in common. To this end, the Salesforce Certified Platform User Experience Designer exam dumps have summarized some types of questions in the qualification examination, so that users will not be confused when they take part in the exam, to have no emphatic answers. It can be said that the template of these questions can be completely applied. The user only needs to write out the routine and step points of the Plat-UX-101 test material, so that we can get good results in the exams.

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Salesforce Certified Platform User Experience Designer Sample Questions (Q116-Q121):

NEW QUESTION # 116

Financial advisor should be able to access a customer's record in Sales Cloud and see all potential business opportunities related to each individual customer. The bank does not have any corporate or business customers at this time.

How should a UX Designer suggest the bank represent its customers within its Salesforce instance?

- **A. Standard Person Account Object**
- B. Standard Opportunity object.
- C. Standard Account object.
- D. Standard Lead Object

Answer: A

Explanation:

A standard person account object is the best option for representing the bank's customers within its Salesforce instance. A person account is a type of account that represents an individual rather than a company. Person accounts are a hybrid of the account and contact objects, combining their characteristics into one. They allow the bank to store information that applies to humans, such as first and last names, email, phone, address, etc. When a person account is created, a contact is automatically created and associated with the account. Person accounts are the Salesforce official model for representing an individual and can be used alongside business accounts for B2B and B2C activities. In Financial Services Cloud, person accounts can be used for a simplified, customizable user experience¹. A person account can also have related opportunities, which are potential sales or revenue-generating events. This way, the financial advisor can access a customer's record and see all potential business opportunities related to each individual customer². The other options are not suitable for the bank's scenario. A standard lead object is a prospect or potential customer who has expressed interest in the bank's products or services, but has not yet qualified as a sales opportunity. A lead can be converted into an account, a contact, and an opportunity when it is ready to be pursued³. However, the bank does not need to use leads to track its customers, as they are already existing customers who have accounts with the bank. A standard opportunity object is a sales or revenue-generating event that is related to an account. An opportunity can have multiple stages, products, amounts, and probabilities of closing. An opportunity can also be linked to a campaign, which is a marketing initiative to generate leads or contacts⁴. However, the bank cannot use opportunities alone to represent its customers, as they are not standalone objects, but rather depend on accounts. A standard account object is a company or organization that the bank does business with. An account can have multiple contacts, which are the people who work at the account and interact with the bank. An account can also have related opportunities, cases, activities, and other records⁵. However, the bank does not have any corporate or business customers at this time, so using standard accounts would not reflect the nature of its individual customers.

Convert Salesforce Business Accounts to Person Accounts, In Financial Services Cloud, Person Accounts can be used for a simplified, customizable user experience.

Person Accounts - Salesforce, Person Accounts Sales Cloud Basics Content Close Select Filters Product Area Feature Impact Edition Developer Edition Enterprise Edition Essentials Edition Professional Edition Unlimited Edition Experience Salesforce Classic Mobile Lightning Experience Done 632 Results Configure Access to Thanks Badges Set Up WDC Configure Thanks in the Chatter Publisher and Salesforce Mobile App... Build a Culture of Recognition with WDC Manage WDC Enable or Disable WDC Settings WDC Editions and Permissions Skills Limitations Skills Customization Recommended WDC Profiles Recommended WDC Permission Sets Enable WDC Features Configure WDC Assign WDC Only User Licenses Assign WDC Licenses Configure WDC Features Assign a WDC Administrator Create a Support Case Considerations for Setting Up WDC Thanks and Skills Features Assign Publisher Layout to Profiles Assign WDC User Feature Licenses Assign WDC Profiles Assign WDC Permission Sets Endorse a Skill Via Record Detail Pages Add a Skill Via Record Detail Pages Remove a Skill Via Record Detail Pages Schedule Reminders to Update Opportunities View a List of the Accounts or Opportunities in Your Territories Things to Know About Enterprise Territory Management Territory Type Priority Optimizing Your Territory Model Continuously Designing Territory Models Territory Model Managing Territories Enterprise Territory Management Concepts Planning and Managing Territories Territory Model State Territory Type Territory Hierarchy Bird's-Eye View of Planning and Managing Territories Report on Territories with Assigned Users Report on Territories Without Assigned Accounts Run Assignment Rules for a Territory Reporting on Territories Report on Users Not Assigned to Territories Report on Summarizable Account Fields by Territory Enterprise Territory

Management Identify Territory Users by Territory Role Territory Run the Opportunity Territory Assignment Filter Preview Territory Assignments for Accounts Report on Accounts Assigned to Territories Manage Territories with Enterprise Territory Management View and Manage Assignment Rules at the Territory Model Level Enterprise Territory Management: What's Different or Not Available... Show Your Reps Other Users Assigned to Their Leads' Territories Enable Features for Enterprise Territory Management Maintain Enterprise Territory Management Find Out Which Territories an Assignment Rule Applies To Enable Enterprise Territory Management Report on the Accounts and Opportunities in Your Territories Explore Your Company's Territory Model Identify Users in Territories Assigned to Accounts Enable Filter-Based Opportunity Territory Assignment Identify an Account's Sales Territories Disable Enterprise Territory Management How Account Assignment Rules Work How Do Permissions for Territories Affect Feature and Data Access? 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NEW QUESTION # 117

A UX Designer needs to declutter the Highlights panel for a custom object's Lightning page. The team that uses this object explained there are too many action buttons; only specific actions are used for each status of the record.

Which Lightning Record Page feature should be used to solve this problem?

- A. Dynamic Forms
- **B. A Dynamic Actions**
- C. Audiences

Answer: B

Explanation:

Dynamic Actions are a feature that allows the UX Designer to customize the actions that appear on the Highlights panel of a Lightning record page based on criteria such as record status, user profile, or field value. This way, the UX Designer can declutter the Highlights panel and show only the relevant actions for each record. Dynamic Actions can be configured in the Lightning App Builder instead of the page layout editor, which gives more flexibility and control to the UX Designer. Reference:
Salesforce Dynamic Actions - Overview & Deep Dive Tutorial
Create Dynamic Actions in Lightning App Builder - Salesforce
Add Visibility Rules for Dynamic Pages - Trailhead

NEW QUESTION # 118

A UX Designer presents a creativedesign approach to solving end-user problems, beginning with identifying their needs and ending with creating solutions that meet those needs.

Which approach is being followed?

- A. Human-Centered Design
- B. Digital Declarative Design
- C. Salesforce Declarative Design
- D. User Interface Design

Answer: A

Explanation:

The approach that is being followed by the UX Designer is the Human-Centered Design. This is a creative design approach that focuses on understanding the end-user's needs, problems, and context, and then creating solutions that are desirable, feasible, and viable for them. The Human-Centered Design process typically involves four phases: empathize, define, ideate, and prototype.

Human-Centered Design

Empathize, Define, Ideate, Prototype

NEW QUESTION # 119

A company provides away for customers to shop for homes and contact real estate agents online. The company's brokers use some of the Salesforce standard functionality to track home buyers.

Which three standard Salesforce objects should be used in this experience?

Choose 3 answers

- A. Lead
- B. Opportunity
- C. Property
- D. Address
- E. Contact

Answer: A,B,E

Explanation:

The three standard Salesforce objects that should be used in this experience are:

Lead: A lead is a person who has shown interest in the company's products or services, but has not yet been qualified as a potential customer. Leads can be captured from various sources, such as web forms, referrals, events, or marketing campaigns. Leads can store information such as name, email, phone, company, and status. Leads can be converted into accounts, contacts, and opportunities when they are ready to buy.

Contact: A contact is a person who is associated with an account and has a role in a sales process. Contacts can store information such as name, email, phone, title, and address. Contacts can be related to multiple accounts, opportunities, cases, activities, and other objects. Contacts can be used to track the communication and interaction history with the customers.

Opportunity: An opportunity is a sales deal that is in progress or has been closed. Opportunities can store information such as name, amount, stage, probability, close date, and owner. Opportunities can be linked to accounts, contacts, products, price books, quotes, contracts, and other objects. Opportunities can be used to forecast revenue, manage sales pipeline, and track sales performance.

Standard Objects

Leads and Opportunities

Contacts

NEW QUESTION # 120

After conducting user interviews, a UX Designer finds an equal amount of users prefer to use the Comply density setting as the Compact density setting while viewing records details.

Which one token and one utility class should be suggested to the developers to ensure custom component respect these settings? Choose 2 answers

- A. `varSpacingMedium`
- B. `slds-var-m-around_small`
- C. `slds-p-around_medium`
- D. `spacing Small`

Answer: A,C

Explanation:

1: Design Tokens

2: Spacing Tokens

3: Utility Classes

4: Padding Utility Classes

NEW QUESTION # 121

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