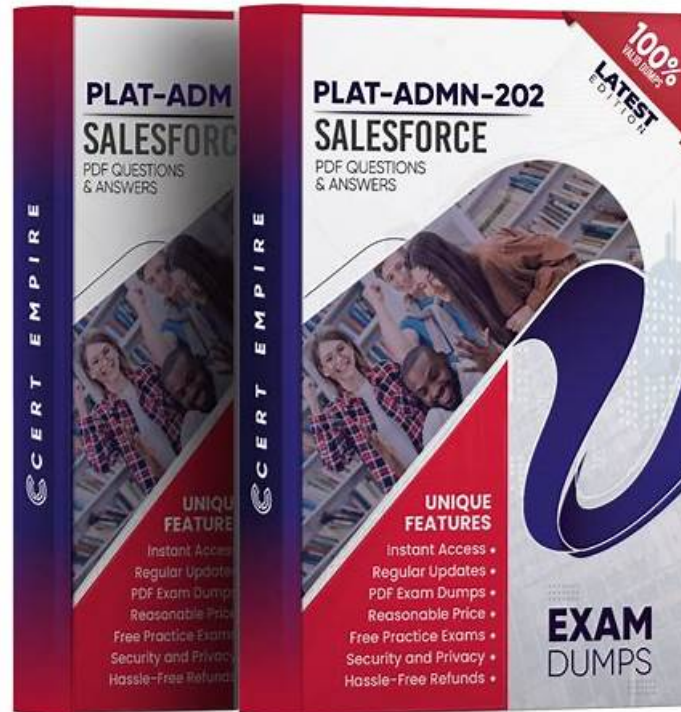


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## Salesforce Certified Platform App Builder Sample Questions (Q183-Q188):

### NEW QUESTION # 183

The marketing director is concerned that too many car parts were given away for free last year.  
Which functionality should be used to ensure all free parts receive the marketing directors' sign-off?

- **A. Approval process**
- B. Automated email message
- C. Chatter approval
- D. Stack post

**Answer: A**

Explanation:

Reference:

Salesforce Help - Approval Processes

#### **NEW QUESTION # 184**

The DreamHouse Realty (DR) service manager has asked for some improvements in case management to enforce process compliance so that cases are unable to be reverted to an earlier case status, and to ensure that certain fields are required when specific case criteria are met.

What solution should an app builder implement to meet these requirements?

- A. Activities Component
- B. Process Builder
- **C. A Validation Rules**
- D. Workflow Rules

**Answer: C**

Explanation:

A validation rule can enforce process compliance by preventing users from saving records that do not meet certain criteria. In this case, a validation rule can prevent users from reverting to an earlier case status or leaving certain fields blank when specific case criteria are met

#### **NEW QUESTION # 185**

Containers have the Account object's Organization-Wide Default set to Private. The marketing team owns Accounts; however, they also need to be able to see the sales team's Accounts. Both the sales and marketing teams are in completely different branches of the role hierarchy.

What feature should be used to enable marketing to see sales-owned accounts.

- **A. Sharing Rules**
- B. Public Group
- C. Workflow
- D. Flow

**Answer: A**

Explanation:

Sharing rules can be used to extend access to records owned by certain users or roles to other users or roles. In this case, a sharing rule can grant read-only or read/write access to sales-owned accounts to the marketing team

#### **NEW QUESTION # 186**

Cloud Kicks is redefining its entire business process to convert the Manager Notes field from a long text area field. The goal is to encourage managers to be more concise in their comments and stay at 255 characters or less. There is preexisting information in the Manager Notes field that often is well beyond the character limit.

What would happen to any existing information if the app builder tries to convert a preexisting long text area field to text area?

- **A. Preexisting information will remain even if it was over 255 characters.**
- B. Preexisting information will cause an error message to pop up.
- C. Preexisting information in the field will be completely lost.
- D. Preexisting information will truncate to the first 255 characters.

**Answer: A**

Explanation:

Preexisting information will remain even if it was over 255 characters if the app builder tries to convert a preexisting long text area field to text area. However, users will not be able to edit or save records with more than 255 characters in that field until they reduce the number of characters. Preexisting information will not truncate, be lost, or cause an error message.

#### NEW QUESTION # 187

Universal Containers expects impacts to operations due to increased demand. The executive team will reach out to current customers and wants to see the number of open cases for the account and parent account. What should an app builder use to display the number of open cases on the account page?

- A. Custom object
- **B. Roll-up summary**
- C. Approval Process
- D. Flow

**Answer: B**

Explanation:

Reference:

[Salesforce Help - Roll-up Summary Fields]([https://help.salesforce.com/s/articleView?id=sf.fields\\_about\\_roll\\_up\\_summary\\_fields.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fields_about_roll_up_summary_fields.htm&type=5))

#### NEW QUESTION # 188

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