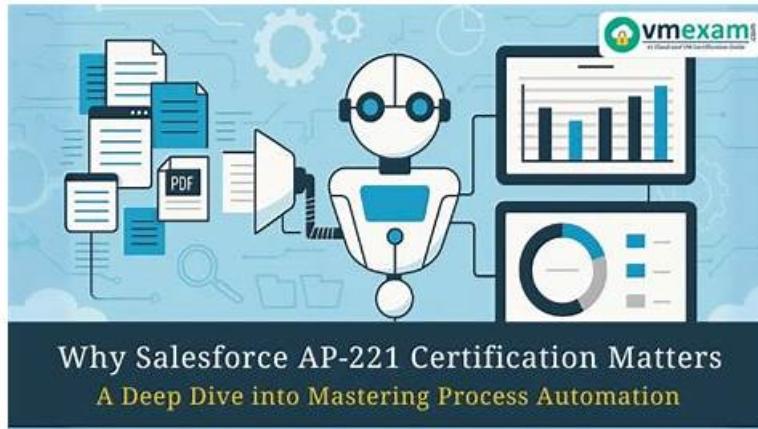# Quiz AP-221 - Process Automation Accredited Professional High Hit-Rate Latest Dumps Files

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Salesforce Process Automation Accredited Professional Sample Questions (Q114-Q119):

NEW QUESTION # 114
Which three use cases can be supported by inspecting conditions using a Decision element?

- A. Give customers a return shipping address or instructions on how to resolve the problem when an item is determined to be faulty.
- B. Allow a guest user to convert a lead into an opportunity if that guest user becomes the record owner on the lead record.
- C. Inform sales leaders when an opportunity's stage is changed to Closed Won.
- D. Allow a guest user to delete a lead if that guest user becomes the record owner on that lead record.
- E. Offer a customer a loan based on the results of a credit scoring formula.

Answer: A,C,E

NEW QUESTION # 115
Ursa Major Solar (UMS) works with local installation partners and has a tiered partner structure based on the partner's capacity and coverage radius. UMS wants to automate the entitlement calculation process once a partner switches tiers. A change in

entitlement can also result in higher or lower commissions on deals. How can UMS update the Commission field each time the Entitlement field has a new value?

- A. By creating a Master-Detail relationship between Commission and Entitlement fields.
- B. Set "Auto Update Related Fields" to TRUE on Account and Entitlement objects.
- C. Using the flow with "Action and related records."
- D. By configuring "Allowed Dependencies" for record update action in flow

Answer: C

NEW QUESTION # 116

An Administrator would like to put all open opportunities in the pipeline on freeze status (Stage) as soon as possible if the customer has any credit health issues or if the customer status is Red. How can the Administrator help the sales manager accomplish this?

- A. Create a scheduled batch Apex to change the status of the opportunity to freeze if the account status is Red.
- B. Create a flow to iterate over open opportunities and change the status if the account status is Red.
- C. Create a formula field
- D. Create an Apex trigger on the opportunity

Answer: B

NEW QUESTION # 117

Universal Containers requested a custom field to be created on an Account and to display the number of open Cases related to this Account. How could the Administrator meet this requirement?

- A. Use Process Builder to populate the custom field value.
- B. Create a roll-up summary field.
- C. Use a Flow to populate the custom field value.
- D. Use scheduled Apex to populate the custom field value.

Answer: C

NEW QUESTION # 118

Which of the following are true regarding the Lead Conversion process? (Choose two)

- A. An Opportunity is always created
- B. An Account is created if one with the same name is not found
- C. Custom Lead fields can be inserted into standard or custom Account, Contact, or Opportunity fields
- D. A Contact is created if one with the same name is not found

Answer: B,C

NEW QUESTION # 119

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