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Salesforce Process Automation Accredited Professional Sample Questions (Q13-Q18):

NEW QUESTION # 13
Universal Containers (UC) is automatically its employee offboarding process. Payroll information is stored in an external system. What could UC use to make a automatic update to the payroll system when an employee is offboarded?

- A. Salesforce Handler
- B. Outbound Message Action
- C. API Connect
- D. JSON Auto Connector

Answer: B

Explanation:
To automatically update the payroll system when an employee is offboarded, UC can use Outbound Message Actions in Salesforce. Outbound Messages allow Salesforce to send specific information to external systems in the form of SOAP messages. This feature is particularly useful for integrating Salesforce with external systems like a payroll system without writing any code. The outbound message will be triggered by a workflow or a process when an offboarding event occurs, ensuring the payroll system is updated accordingly.Reference: Salesforce Help - Outbound Messaging

NEW QUESTION # 14
Once a flow is activated, what are the two requirements for any user to run the flow?

- A. The "Flow User" field enabled on their user detail page.
- B. The "Run Flows" user permission.
- C. Access to all the records referenced inside the flow and all the referenced fields in those records.
- D. Access to all the records referenced inside the flow.

Answer: B,C

Explanation:
Once a flow is activated, for any user to run the flow, they need access to all the records referenced inside the flow and all the referenced fields in those records (A), and they require the "Run Flows" user permission (D). These requirements ensure that users have the necessary permissions to interact with the data the flow processes and the ability to execute flows within the Salesforce environment.Reference: Salesforce Help Documentation on Flow Execution and User Permissions.

NEW QUESTION # 15
Which of the following are true regarding the Lead Conversion process? Choose two

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

Answer: B,C

Explanation:

During the Lead Conversion process in Salesforce, an Account is created if an existing one with the same name isn't found. Additionally, Salesforce allows for the mapping of custom Lead fields to standard or custom fields on Account, Contact, or Opportunity objects, ensuring that important information from the Lead is preserved and transferred during conversion. Reference: Salesforce Help - Customize How Leads Get Converted

NEW QUESTION # 16

For which use case is it appropriate to combine a process and a flow?

- A. Delete a related record.
- B. Post to external (Community) Chatter group.
- C. Post to an internal Chatter group.
- D. Clone a record and its children.

Answer: D

Explanation:
Combining a process and a flow is appropriate for use cases such as B) Cloning a record and its children. A process can initiate the flow when certain criteria are met, and the flow can then perform complex operations like cloning a record along with its related records. This combination leverages the simplicity of Process Builder for triggering and the power of Flow for complex data manipulations. Reference: Salesforce Help Documentation on Process Builder and Flow.

NEW QUESTION # 17

What does a flow connector do?

- A. Tells the flow which external database to connect to.
- B. Tells the flow which element to execute next.
- C. Tells the flow which resource to create next.
- D. Tells Salesforce which flow to start next.

Answer: B

NEW QUESTION # 18

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