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Salesforce Admin 201 Exam Practice Questions With Complete Solutions (Latest Updated 2024/2025) Graded 100%

1. What should a system administrator use to disable access to a custom application for a group of users?
- A. Profiles
 - B. Sharing rules
 - C. Web tabs
 - D. Page layouts - ✓✓A. Profiles
2. Universal Containers needs to track the manufacturer and model for specific car companies. How can the system administrator ensure that the manufacturer selected influences the values available for the model?
- A. Create the manufacturer field as a dependent picklist and the model as a controlling picklist.
 - B. Create a lookup field from the manufacturer object to the model object.
 - C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.
 - D. Create a multi-select picklist field that includes both manufacturers and models. - ✓✓C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.
3. Sales representatives at Universal Containers need assistance from product managers when selling certain products. Product managers do not have access to opportunities, but need to gain access when they are assisting with a specific deal. How can a system administrator accomplish this?
- A. Notify the product manager using opportunity update reminders.
 - B. Enable opportunity teams and allow users to add the product manager.
 - C. Use similar opportunities to show opportunities related to the product manager.
 - D. Enable account teams and allow users to add the product manager. - ✓✓B. Enable opportunity teams and allow users to add the product manager.

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Salesforce Platform Developer I (PDI) Sample Questions (Q15-Q20):

NEW QUESTION # 15

Universal Containers wants to assess the advantages of declarative development versus programmatic customization for specific use cases in its Salesforce implementation.

What are two characteristics of declarative development over programmatic customization?

Choose 2 answers

- **A. Declarative development does not require Apex test classes.**
- B. Declarative development has higher design limits and query limits,
- C. Declarative code logic does not require maintenance or review.
- **D. Declarative development can be done using the Setup menu.**

Answer: A,D

Explanation:

* A: Declarative development does not require Apex test classes since it leverages built-in Salesforce features such as flows, process builders, and validation rules.

* C: Declarative development can be done using the Setup menu, which includes point-and-click tools like page layouts, workflows, and Lightning App Builder.

Why not other options?

* B: Declarative development has strict limits (e.g., process builders and flows have governor limits that are lower than programmatic approaches like Apex).

* D: Declarative logic still requires maintenance, especially as business needs evolve.

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Declarative vs Programmatic Development

NEW QUESTION # 16

A company has a custom object, order __c, that has a required, unique external ID field called order Number __c.

Which statement should be used to perform the DML necessary to insert new records and update existing records in a list of Order __c records using the external ID field?

- A. merge orders;
- B. merge orders Order Number __c;
- **C. upsert orders;**
- D. upsert orders Order Number c;

Answer: C

Explanation:

* Why upsert?

* The upsert statement inserts records that don't exist and updates existing records based on the external ID (Order Number __c in this case).

* Salesforce automatically recognizes and uses the external ID field for matching.

* Why Not Other Options?

* A and B merge is for merging records, not for upserting.

* C: Adding the field name after upsert is unnecessary, as Salesforce detects the external ID automatically.

References: Upsert Documentation: https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/langCon_apex_dml_upsert.htm

NEW QUESTION # 17

Which three statements are accurate about debug logs?

Choose 3 answers

- A. System debug logs are retained for 24 hours.

- B. The maximum size of a debug log is 5 MB.
- C. Only the 20 most recent debug logs for a user are kept.
- D. Debug log levels are cumulative, where FINE log level includes all events logged at the DEBUG, INFO, WARN, and ERROR levels.
- E. Debug logs can be set for specific users, classes, and triggers.

Answer: B,C,E

Explanation:

- * A. Debug logs can be set for specific users, classes, and triggers:
- * Debug logs can be configured for users, classes, and triggers by setting trace flags.
- * C. Only the 20 most recent debug logs for a user are kept:
- * Salesforce retains only the 20 most recent debug logs per user. Older logs are overwritten.
- * E. The maximum size of a debug log is 5 MB:
- * Debug logs are capped at 5 MB. If this limit is exceeded, logging stops for that transaction.
- * Why Not B and D?
- * B: Debug logs are retained for 7 days, not 24 hours.
- * D: Debug log levels are not cumulative. Each level is independent.

References: Debug Logs Documentation: https://help.salesforce.com/s/articleView?id=sf.code_add_users_debug_log.htm

NEW QUESTION # 18

A PrimaryId__c custom field exists on the candidate__c custom object. The field is used to store each candidate's id number and is marked as Unique in the schema definition.

As part of a data enrichment process, Universal Containers has a CSV file that contains updated data for all candidates in the system. The file contains each Candidate's primary id as a data point. Universal Containers wants to upload this information into Salesforce, while ensuring all data rows are correctly mapped to a candidate in the system.

Which technique should the developer implement to streamline the data upload?

- A. Create a before Insert trigger to correctly map the records.
- B. Create a before save flow to correctly map the records.
- C. Update the PrimaryId__c field definition to mark it as an External Id.
- D. Upload the CSV into a custom object related to Candidate__c.

Answer: C

Explanation:

Option C: Update the PrimaryId__c field definition to mark it as an External Id.

Correct Answer.

Marking PrimaryId__c as an External ID allows data loading tools to match records based on this field.

This facilitates upserting data and ensures that the CSV data correctly maps to existing records.

A trigger is unnecessary when External IDs can be used for mapping.

Option B: Create a before save flow to correctly map the records.

Incorrect.

A flow adds unnecessary complexity; External IDs suffice.

Option D: Upload the CSV into a custom object related to Candidate__c.

Unnecessary.

This does not streamline the process and complicates data management.

Conclusion:

The developer should update the PrimaryId__c field to mark it as an External ID, which is Option C.

Reference:

Upserting Records with External IDs

Option A: Create a before Insert trigger to correctly map the records.

Incorrect.

NEW QUESTION # 19

Universal Containers decided to transition from Classic to Lightning Experience. They asked a developer to replace a JavaScript button that was being used to create records with prepopulated values.

What can the developer use to accomplish this?

- **A. Quick Actions**
- B. Record triggered flows
- C. Apex triggers
- D. Validation rules

Answer: A

Explanation:

To replace a JavaScript button from Salesforce Classic that creates records with prepopulated values in Lightning Experience, the developer can use:

Option A: Quick Actions

Quick Actions (Specifically, Object-Specific Actions):

Quick Actions allow users to perform actions, such as creating or updating records, from a record page or global context.

Prepopulating Fields:

You can predefine field values in Quick Actions using predefined values or by utilizing Lightning Component actions.

Reference:

"You can set predefined values for fields on the action layout, which lets you specify default values for the new record."

- Salesforce Help: Predefined Field Values for Quick Actions

Why Other Options Are Less Suitable:

Option B: Validation Rules

Validation rules enforce data integrity but do not create records or prepopulate values.

Option C: Record-Triggered Flows

Flows can automate processes but are not a direct replacement for buttons that create records with prepopulated values from the UI.

Option D: Apex Triggers

Triggers execute logic in response to DML events but are not used to create UI components or replace buttons.

Conclusion:

Quick Actions are the recommended way to replicate the functionality of JavaScript buttons in Lightning Experience.

NEW QUESTION # 20

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