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Salesforce Certified Platform App Builder Sample Questions (Q77-Q82):

NEW QUESTION # 77

Managers at Universal Containers want a quick way to create additional accounts to form a hierarchy from a Parent Account record. They want to auto-populate five fields based on the parent to make it easier for users to create the child accounts quickly. What should the app builder recommend?

- A. A Create a custom action
- B. Add a custom link on Account
- C. Customize a Global Quick Action
- D. Add Path on Account hierarchy

Answer: A

Explanation:

Create a custom action is the recommended solution to meet the requirement of creating additional accounts to form a hierarchy from a Parent Account record. According to the Salesforce documentation, "Actions let users quickly create or update records, log

calls, send emails, and more, in the context of a particular object." A custom action can auto-populate fields based on the parent account and make it easier for users to create child accounts. Add Path on Account hierarchy, add a custom link on Account, and customize a Global Quick Action are not valid or feasible options.

NEW QUESTION # 78

Universal Containers (UC) has several large customers that sell their products through dealers. UC identifies and works with a single individual at each customer and at each dealer. Separate bills are sent to each customer and each dealer. These details need to be stored in a format that clearly displays the business entities and their appropriate representatives. How should an app builder implement these requirements?

- A. Create a single account record, add each rep as a contact and create a custom dealer object.
- B. Create both customer and dealer as accounts, create account teams on each account and associate the dealer records with the parent account.
- C. Create both customer and dealer as accounts, add each rep as a contact on the corresponding account and create an account hierarchy.
- D. Create a single parent record, add each rep as a contact to the parent account and add each dealer as a child record.

Answer: C

Explanation:

Reference:

Salesforce Help - Account Hierarchies

NEW QUESTION # 79

Universal Containers wants users to have access to the pricing guidelines document when viewing a Contract related to an Account. What feature should an app builder use to create easy access to the document?

- A. Quick Action on the Contracts object
- B. Quick Action on the Account object
- C. A custom detail page link on the Account object
- D. A custom detail page link on the Contract object

Answer: D

Explanation:

The feature that the app builder should use to create easy access to the document is a custom detail page link on the Contract object. A custom detail page link is a type of custom button or link that can display a URL or execute JavaScript when clicked. The app builder can create a custom detail page link on the Contract object that displays the pricing guidelines document in a new window or tab. Option A is incorrect because a quick action on the Contracts object is not suitable for this requirement, as quick actions are used to create or update records, log calls, send emails, or launch flows. Option B is incorrect because a quick action on the Account object is not suitable for this requirement, as quick actions are not related to the Contract object. Option C is incorrect because a custom detail page link on the Account object is not suitable for this requirement, as custom detail page links are not related to the Contract object.

NEW QUESTION # 80

Cloud Kicks wants to know the total value of all won Opportunities for Accounts and display it on the record. What type of summary should the app builder use in the roll-up summary field?

- A. Count
- B. Q Max
- C. Min
- D. Sum

Answer: D

Explanation:

The app builder should use Sum as the type of summary in the roll-up summary field. A Sum type of summary allows the app builder to calculate the total value of a numeric field from the child records related to a parent record by a master-detail relationship. The

app builder can create a roll-up summary field on the Account object that sums the Amount field from the won Opportunities related to each Account. Count is not a valid type of summary, as it does not calculate the total value of a numeric field. A Count type of summary allows the app builder to count the number of child records related to a parent record by a master-detail relationship. Max is not a valid type of summary, as it does not calculate the total value of a numeric field. A Max type of summary allows the app builder to display the largest value of a numeric or date field from the child records related to a parent record by a master-detail relationship. Min is not a valid type of summary, as it does not calculate the total value of a numeric field. A Min type of summary allows the app builder to display the smallest value of a numeric or date field from the child records related to a parent record by a master-detail relationship.

NEW QUESTION # 81

A user is unable to use inline editing on a list view. A quick check verifies the user should be able to perform inline editing as they have been assigned the appropriate permissions.

Which two conditions should the app builder review?

Choose 2 answers

- A. If the list view contains more than one record type
- B. If the list view selected is the recently viewed list view
- C. If the list view restricts sharing for the user
- D. If the list view contains a chart created by the user

Answer: A,B

Explanation:

Two conditions that can prevent inline editing on a list view are if the list view selected is the recently viewed list view, or if the list view contains more than one record type. The recently viewed list view does not support inline editing, as it is not based on a single object. The list view must have a single record type to enable inline editing, as different record types may have different fields and values

NEW QUESTION # 82

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