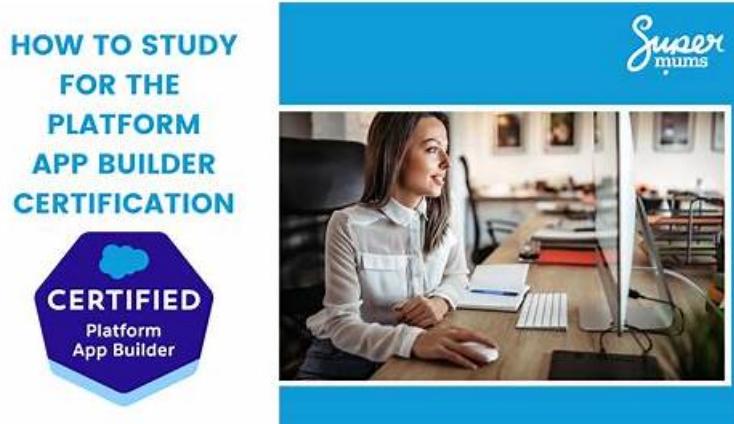


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Salesforce Certified Platform App Builder Sample Questions (Q160-Q165):

NEW QUESTION # 160

When an opportunity is closed date is pushed more than 30 days, manager approval is required. An approval process is in place but reps frequently forget to submit for approval to run the process.

How can an app builder ensure that these opportunities are submitted into the approval process?

- A. Change the entry criteria on the approval process to criteria are met and lock the record on initial submission.
- B. Give the manager the "API Enabled" permission to permit approval responses by email.
- C. Use a validation rule and an email alert to the manager requesting approval.
- D. **Submit the record for approval from an automated process.**

Answer: D

NEW QUESTION # 161

Which opportunity standard field is available to be configured directly? Choose3

- A. Lead source
- B. Forecast category
- C. Stage
- D. Type

Answer: A,C,D

Explanation:

The opportunity standard fields that are available to be configured directly are Stage, Lead Source, and Type.

These fields can be modified by editing their picklist values, adding or removing values, or changing their default values. Option A is incorrect because Forecast Category is not a standard field on the opportunity object, but rather a system field that is automatically derived from the Stage field.

NEW QUESTION # 162

Universal Containers is rolling out a new customer service process. Customer service managers will need to edit cases for their subordinates, but not cases for other groups. Managers and users should be able to view all cases. What is the recommended solution to configure this? Choose 2 answers

- A. Create standard role hierarchies
- B. Set organization-wide sharing defaults to private.
- C. Set organization-wide sharing defaults to public read-only.
- D. Create criteria-based sharing rules.

Answer: A,C

NEW QUESTION # 163

Universal Containers (UC) wants to deliver purchased containers to remote construction sites. These locations are missing a traditional street address. In these cases the customer will supply UC with the coordinates to the location.

What type of field should the app builder use to capture this information?

- A. External Lookup
- B. Geolocation
- C. Number
- D. Text

Answer: B

NEW QUESTION # 164

Which two features can extend record access beyond the organization-wide defaults?

- A. Dynamic role hierarchy
- B. Criteria-based sharing rules
- C. Public or private groups
- D. Owner-based sharing rules

Answer: B,D

NEW QUESTION # 165

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Passing the Platform-App-Builder exam requires the ability to manage time effectively. In addition to the Salesforce Certified Platform App Builder (Platform-App-Builder) exam study materials, practice is essential to prepare for and pass the Salesforce Platform-App-Builder exam on the first try. It is critical to do self-assessment and learn time management skills. Because the

Platform-App-Builder test has a restricted time constraint, time management must be exercised to get success. Only with enough practice one can answer real Salesforce Platform-App-Builder exam questions in a given amount of time.

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