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Salesforce Process Automation Accredited Professional Sample Questions (Q14-Q19):

NEW QUESTION # 14

Which Flow Element should the Administrator select to pause a Flow and collect information from a user for further processing?

- A. Logic
- B. Action
- C. Screen
- D. Integration

Answer: C

NEW QUESTION # 15

A new VP of sales joined TrueGlobal Inc. TrueGlobal uses Salesforce for managing their global sales operations. The VP of sales wants to receive an email alert if a deal stage is changed to Closed Lost and the amount was greater than \$1,000,000. What evaluation criteria should the administrator choose while creating this workflow rule?

- A. When a record is created and every time it is edited
- B. When a record is created and any time it's edited to subsequently meet criteria
- C. When a record is edited, and any time it's edited to subsequently meet criteria
- D. When a record is created

Answer: B

Explanation:

For the VP of Sales at TrueGlobal Inc. to receive an email alert when a deal stage changes to Closed Lost with an amount greater than \$1,000,000, the workflow rule should be set to trigger "when a record is created, and any time it's edited to subsequently meet criteria." This ensures the workflow rule evaluates the record both upon creation and any time the record is edited in a way that it meets the specified criteria, catering to both new and existing opportunities. Reference: Salesforce Help - Workflow Rule Considerations

NEW QUESTION # 16

An administrator wants to update a record, in the future, when a specified time is reached. Which tool should the Administrator use?

- A. Flow Builder
- B. Workflow Rules
- C. Approvals
- D. Process Builder

Answer: A

NEW QUESTION # 17

An Administrator at Universal Containers (UC) wants to import near real-time external contact data into Salesforce. Which option should the Administrator use?

- A. Use Einstein Analytics to import the data
- B. Configure a Schedule-Triggered Flow
- C. Manually download the data and import using Data Loader
- D. Create an Apex Class that implements Schedulable interface

Answer: B

NEW QUESTION # 18

In which two ways does Salesforce Flow for Service help customer service agents?

- A. It shows a checklist that agents can print.
- B. It helps an experienced agent show a new agent what to do.
- C. It allows an agent to open a record and seamlessly resume a customer conversation.
- D. It uses flows and quick actions to walk agents through customer engagement.

Answer: C,D

NEW QUESTION # 19

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