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QUESTION 1

Universal Containers wants to match Opportunity data from Salesforce to the records in a financial database.

What is required to configure an indirect lookup relationship in Salesforce between the Salesforce Opportunity records and those in a financial database?

- A. Salesforce Record ID
- B. TEXT(Id)
- C. External ID
- D. CASESAFE(Id)

Correct Answer: C

QUESTION 2

Universal Containers needs to update a field on an Account when an Opportunity Stage is changed to Closed Lost. What tools can we use to accomplish this requirement? (Choose 2)

- A. Lightning Process Builder
- B. Assignment Rule
- C. Workflow Rule
- D. Approval Process

Correct Answer: AC

QUESTION 3

A manager wants to embed charts into his accounts object in one-page layout.

How many charts can you embed for him?

- A. 3
- B. 2
- C. 4
- D. 1

Correct Answer: B

QUESTION 4



Universal Containers wants to ensure that they are accepting clean data from their users and verify that important fields are entered. What should an app builder recommend to meet this requirement?

- A. Configure a validation to require a field for a specific record type.
- B. Make a formula field to check the format of the important fields.
- C. Update the important fields to be required on the page layout.
- D. Create a workflow rule to check the fields are formatted correctly.

Correct Answer: A

QUESTION 5

The app builder at Universal Containers has been asked to ensure that when an Opportunity record exceeding \$20k is being saved, details have been captured in the Comments field.

What can be used to meet this requirement?

- A. Process Builder
- B. Validation Rule
- C. Approval Process
- D. Workflow

Correct Answer: B

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