

## Pass Salesforce CRT-403 PDF Dumps Recently Updated 432 Questions [Q56-Q80]



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**NO.56** Universal Containers has two teams: Sales and Services. Both teams interact with the same records. Sales users use ten fields on the Account record. Services users use three of the same fields as the Sales team, but also have five of their own, which the sales team does not use. What is the minimum configuration necessary to meet this requirement?

- \* One profile, two record types, one page layout
- \* Two profiles, two record types, two page layouts
- \* One profile, one record type, one page layout.
- \* Two profiles, one record type, two page layouts

Explanation- Record types allow you to offer different business processes, picklist values, and page layouts to different users based on their profiles.

**NO.57** Which type of membership can be defined with external objects? (Choose 2)

- \* Cross-organization lookup
- \* Indirect lookup
- \* External master-detail

\* External lookup

**NO.58** What is a self-relationship?

- \* A lookup field to the user object.
- \* A lookup to the global search.
- \* A relationship of account to opportunity owned by the same owner.
- \* A lookup field to the same object.

**NO.59** What is true about validation rules? (Choose all that apply.)

- \* When one validation rule fails, Salesforce continues to check any additional validation rules on that field or any other field on the page and displays all appropriate error messages at once.
- \* Campaign hierarchies follow validation rules.
- \* Validation rules are only enforced during lead conversion if validation and triggers for lead conversion; are enabled in your organization.
- \* Salesforce runs validation rules before creating records submitted via Web-to-Lead and Web-to-Case, and only creates records that have valid values.

**NO.60** Representatives at Cloud Kicks use Salesforce to record information for new Leads. When new prospects are added, an outbound message is sent to the data warehouse with the Lead's information.

Which automation tool should an app builder use to meet this requirement?

- \* Create a workflow rule with an outbound message as the action.
- \* Design an approval process that sends an outbound message.
- \* Create a process using Process Builder to send an outbound message.
- \* Use Lightning Flow to send an outbound message.

**NO.61** You have a team of developers who need logins to sandbox.

What's the best way to give them access?

- \* Create them as inactive users in production.
- \* Have them login as one of the users in production.
- \* Create them as users in sandbox, then deactivate the same number of users in production.
- \* Use Developer Edition to log into sandbox.

**NO.62** The services manager wants to make sure the team enters case priority consistently.

What feature can an app builder use to accomplish this?

- \* Path
- \* Flow
- \* Next Best Action
- \* In-App Guidance

**NO.63** Universal Containers would like to embed a chart of all related Opportunities, by stage, on the Account detail page. Which type of report should the App Builder create to add to the Account page layout?

- \* A summary report on the Opportunity object.
- \* A summary report on the Account object.
- \* A tabular report on the Account object.
- \* A tabular report on the Opportunity object.

**NO.64** An app builder is loading data into Salesforce. To link new records back to the legacy system, a field will be used to track the

legacy ID on the Account object. For future data loads this ID will be used when upserting records.

Which two fields attributes should be selected? (Choose two.)

- \* External ID
- \* Text (encrypted)
- \* Required
- \* Unique

**NO.65** Need to change ownership when field of custom object changed.

- \* Apex trigger
- \* Assignment Rule
- \* Validation Rule
- \* Visual Workflow

**NO.66** You have Custom Object A & Custom Object B; a record has to be created on B once certain criteria is met A.

How can this be achieved?

- \* APEX Trigger on Object B
- \* Lightning Process on Object B
- \* Workflow Rule
- \* Lightning Process on Object A

**NO.67** Northern Trail Outfitters uses a custom object to track travel requests. Rangers want to have automatic posts on a record whenever a travel request has been approved.

Which feature should be used to accomplish this?

- \* Auto-response rule
- \* Workflow rule
- \* Feed tracking
- \* Feed quick action

**NO.68** When a user creates a record by using an object-specific create action, what feed item for that record appears? (Choose 3 answers)

- \* In the Chatter feed of the user who created the record
- \* In the Chatter feed of the first user who follows the record on which the record was created
- \* As the first entry in the feed for the new record
- \* In the user profile feed for all users who can view the record
- \* In the feed for the record on which the new record was created

**NO.69** Universal containers (uc) wants to delete data in several fields for 5000 lead records. UC export the selected record IDs and fields that need to have data deleted in a csv file. Which two steps should an app builder suggest to meet these requirements ?

Choose 2 answers

- \* Select the correct record type
- \* Use import Wizard to update leads using the CSV file
- \* Select insert null values in setting
- \* Use Data Loader to update leads using the CSV file

**NO.70** What is true about change sets? (Choose two.)

- \* Change sets can only contain modifications you can make through the Setup menu.
- \* They contain data such as records.

- \* Change sets can only be sent between organizations that are affiliated with a production organization.
- \* All of the above.

**NO.71** When is it recommended to refresh a Full sandbox?

- \* Whenever a new Production user is added.
- \* Within 3 hours of when it is needed.
- \* After a major Production release.
- \* After UAT sign-off.

**NO.72** What is true regarding compact layouts? Choose 2 answers.

- \* If a user doesn't have access to a field it won't be displayed
- \* Compact layouts can be assigned to different record types
- \* Compact layouts support all field types
- \* Compact layouts must be configured for fields to be displayed in the record header

**NO.73** In Salesforce Classic, which two statements are true for embedding a Visualforce page in a page layout? (Choose two.)

- \* Visualforce pages on a field set have attribute for width and height.
- \* Visualforce pages can only be placed in the Visualforce section in a page layout.
- \* Visualforce pages on a page layout have attributes for width and height.
- \* Visualforce pages can be placed in the details section of a page layout.

**NO.74** A new field has been added to the Applicant object that is part of an unmanaged package. A recruiter ran the Position with or without Applicants report and noticed that the new field was missing as an option to add as a column.

How should an app builder troubleshoot this issue?

- \* Adjust the field level security to include in the report type.
- \* Check Allow Reports for the position and applicant objects.
- \* Add the field to the custom report type field layout.
- \* Update the profile with the Manage Public Reports permission.

**NO.75** Universal containers would like to use a chatter group for their mergers and acquisition team to collaborate on potential new projects. This group should not be visible for non-members to see or join, and can be accessed by invite only.

Which chatter Group type should the app builder recommend?

- \* Member Group
- \* Unlisted Group
- \* Public Group
- \* Private Group

**NO.76** Which rule can be configured for the Opportunity object? Choose 2 answers

- \* Escalation Rule
- \* Workflow Rule
- \* Validation Rule
- \* Assignment Rule

**NO.77** What is recommended to refresh a full sandbox?

- \* After a UAT sign-off
- \* Whenever a new production user is added.
- \* After a major production release.
- \* Within 3 hours of when it is needed.

**NO.78** If ABC Company wants to refresh a sandbox weekly with some example data, which sandbox should ABC Company create?

- \* Enterprise Sandbox
- \* Developer Pro Sandbox
- \* Partial Copy Sandbox
- \* Full Sandbox
- \* Developer Sandbox

**NO.79** An app builder wants to show groups as the last navigation menu item in the salesforce1 mobile app. however, the app builder is not able to select groups as one of the items on the drop-down menu. What could cause this?

- \* Groups is showing up in the recent section and not in the navigation menu
- \* Groups is not included in the selecteCreate a criteria based sharing rule using the projects department that grd list for the navigation menu
- \* Groups is included in the smart search items but not on the navigation menu
- \* Groups cannot be the last item in the navigation menu.

Groups Appears for organizations that have Chatter enabled. If you don't add this item to the navigation menu, groups are automatically included in the set of Smart Search Items instead and the Groups item is available from the Recent section.

[https://developer.salesforce.com/docs/atlas.en-us.salesforce1.meta/salesforce1/customize\\_s1\\_nav\\_about.htm](https://developer.salesforce.com/docs/atlas.en-us.salesforce1.meta/salesforce1/customize_s1_nav_about.htm)

**NO.80** An app builder needs a custom solution and is considering using community. Ease of updates is the primary consideration.

What should the app builder consider?

- \* A managed package from AppExchange
- \* An unmanaged package from AppExchange
- \* An open-source unmanaged package
- \* An open-source custom development

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