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QUESTION 1

An app builder wants to use Process Builder to automate some of the work being done by the sales team.

What are three capabilities of Process Builder that can improve productivity? Choose 3 answers

- A. Send an email alert.
- B. Update a related record.
- C. Send an outbound message.
- D. Delete a related record.
- E. Create a child record.

Correct Answer: ABE

QUESTION 2

How many charts can you embed into the account page layout?

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

Correct Answer: B

QUESTION 3

What is not a capability of the lead object? (Choose two.)

- A. Standard or Custom fields can be mapped to fields in the Account, Contact and Opportunity objects as part of lead conversion.
- B. Leads can be grouped into queues.
- C. Leads can be automatically assigned to users or queues.
- D. Custom objects that have been related to a lead can be copied when a lead is converted to the account, contact or opportunity.

Correct Answer: BD



QUESTION 4

Universal Containers needs the 18-digit record ID from Opportunity records when exporting data to Excel in order to ensure each record is treated uniquely. What formula should an app builder use to create this new field?

- A. TEXT(Id)
- B. ISNUMBER(Id)
- C. CASESAFEID(Id)
- D. VALUE(Id)

Correct Answer: C

QUESTION 5

Universal Containers has deployed custom tabs through change sets, without including the profiles, to Production (Enterprise Edition). Which statement is true in regards to the visibility of custom tabs?

- A. Custom tabs are default on for all users.
- B. Custom tabs are default off for all users.
- C. Custom tabs are exposed for all users.
- D. Custom tabs are hidden for all users.

Correct Answer: D

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