[May-2024 CRT-402 Certification with Actual Questions from Actualtests4sure [Q61-Q85

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Q61. The marketing team at UVC has a list of 400 leads it wants to upload to Salesforce. The team need to avoid creating duplicate records. Which two actions should be taken to meet this requirement? Choose 2 answers
* Utilize a Lead Matching Rule and corresponding Duplicate Rule to block newly created duplicate leads.
* Upload the lead list using the import wizard and select a Matching type to prevent duplicate lead creation.
* Use Data Loader’s update function to import lead and match to existing records based on e-mail address.
* Enable Duplicate Matching in the Data Management section in Setup and activate the Lead-to_Lead scenario.

Q62. universal containers is migrating its sales operations from alegacy system that was used. opportunities need to be imported with the proper country currency. Which two steps should an app builder configure to meet these requirements ?

Choose 2 answers.
* Include the currency ISO code in all currency fields in the import file.
* Use Data Loader to import the records.
* Include the currency ISO Code Column in the import file.

* Use import the currency ISO Code Column in the import file.
* Use Import Wizard to import the records.

Q63. Which statement is true for embedding aVisualforce page in a page Layout. Choose 2 Answers
* Visualforce Pages on a field set have attributes for width and height.
* Visualforce Pages can be placed anywhere in the page layout.
* Visualforce Pages on a page layout have attributes for width and height
* Visualforce Pages can only be place in the Visualforce section in a page layout.

Q64. Universal Containers has included its orders as an external data object into Salesforce. You want to create a relationship between Accounts and the Orders object (one-to-many relationship) leveraging a key field for account which is on both external object and Account. Which relationship do you create:
* Lookup Relationship
* Master Detail Relationship
* Hierarchical Relationship
* External Lookup Relationship
* Indirect Lookup Relationship

Q65. Field type conversion. Which of the following are true: (2)
* Data can be lost when converting from auto-number to text
* Data can be lost when converting from number to currency (assuming that field lengths are identical)
* Information can be lost when converting from text area (rich) to text area (long)
* Data can be lost when converting from simple picklist to multi picklist

Q66. Which of these is NOT true about external objects?
* They integrate with Salesforce APIs, Apex, Visualforce, and Chatter.
* They can be related to other objects.
* You can use them in formula fields.
* They are automatically viewable in the Salesforce Mobile App.

Q67. An appbuilder has modified a Lightning record page for a case and has added an email button item to the page layout; however, users are unable to see the new item on the layout.

What are two potential reasons why users are unable to view the item on the CaseLightning record page?

Choose 2 answers
* The page layout includes the case feed component.
* The email button contains JavaScript.
* The case page layout also contains custom buttons.
* The page layout excludes the case feed component.

Q68. 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
* Create standard role hierarchies
* Set organization-wide sharing defaults to public read/only.
* Create criteria-based sharing rules.
* Set organization-wide sharing defaults to private.

Q69. When do you need to refresh a sandbox? (Choose two.)

* 3 Hours before you need it.
* When modification have been made to the production organization.
* Anytime.
* When you are done making changes to it.

Q70. The organization wide default for a custom object is set to private. Thesupervisor profile grants view access to the same object. A user with the supervisorprofile is also listed as the manager on the user detail records for a subordinate.What is preventing the supervisor from viewing record owned by subordinates?(Choose 2)
* Organization wide settings for the custom object grant access to their users with the same role
* The supervisor’s role is not above the subordinate’s role in the hierarchy
* Organization-wide settings for the custom object do not grant access using hierarchy.
* The supervisor requires a permission set in order to view the subordinate’s record

Q71. Accounts at Universal Containers are currently readable by all users but editable only by their owners.

Management wants to designate some Accounts as VIP Accounts. Only Account ownersshould have read access to these VIP accounts.

Which two actions should an app builder take to meet the requirements?

Choose 2 answers
* Implement a sharing rule.
* Configure a permission set.
* Set up an Account Team.
* Change organization-widedefaults.

Q72. After a deal is closed, Cloud Kicks (CK) wants to assign a user as a customer service manager (CSM) in addition to the account owner and would like a new field to easily track and report which CSM is assigned to the Account.

Which solution should an app builder use for this request?
* Multi-select picklist Meld
* Picklist field
* Lookup field
* Text field

Q73. What may occur if workflow rules are re-evaluated after a field change by a field update? Choose 2 answers
* Cross-object workflow rules result in re-evaluation after field change.
* Workflowrules trigger validation rules on field updates
* Workflow rules trigger more workflow rules to be re-evaluated.
* A recursive loop potentially results in exceeding organizational limits.

Q74. The appraisal team at DreamHouse Realty wants to leverage Salesforce mobile app.

What are three things an app builder should do to optimize mobile experience?

Choose 3 answers
* Use Global Actions to make it easy to perform vital functionality on mobile.
* Avoid using default field values so that the user is required to fill in all fields on the screen.
* Minimize the amount of formulafields and lookup fields to reduce page load time.
* Create individual customized layouts for different phone operating systems.

* Put the most important fields in the compact layout so they are easy to find.

Q75. A manager wants to calculate the number of days an account has been last contacted through mail. Which field should be used to achieve this?
* Number Field
* Formula Field
* Date Field
* Rollup Summary Field

Q76. Universal Containers generates leads from three different sources: web, trade shows, and partners. Some of the information collected is applicable to all sources, there is alsoinformation that is unique to each type of lead.

What should an app builder configure to meet these requirements?
* Create three lead record types each with its own page layout containing the relevant fields
* Create a partner community and a record typefor web and trade show leads
* Create three sections on the lead layout and instruct users to collapse the non-relevant fields
* Create custom page payouts for each type of lead only containing the relevant fields

Q77. Northern Trail Outfitters wants the field sales team to only see the accounts that they own Separate North American and European marketing teams should only see accounts m their respective regions. The inside sales team needs to see all accounts in Salesforce.

Mow can this be accomplished?
* Set the Organization-Wide Default to Public for accounts. Create criteria- based sharing rules for each marketingteam, and create an Inside Sales Team permission set with the “View Air setting for accounts,
* Set the Organization-Wide Default to Public for accounts. Create profiles for each marketing team, and create an Inside Sales Team role that is at the top of the Role Hteran
* Set the Organization-Wide Default to Private for accounts. Create criteria- based sharing rules for each marketing team, and create an Inside Sales Team profile with the “View All” setting for accounts.
* Set the Organization-Wide Default to Private for accounts. Create permission sets for each marketing team, and create an Inside Sales Team profile with the “View All” setting for accounts.

Q78. The Vp of sales at universal con has requested the sales reps be given access to view all accounts in salesforce. However, they’ve also requested the sales rep only be allowed to create new opportunities on accounts they own
* Create a new opportunity quick action that validation account ownership
* Create an opportunity validation rule that compares the opportunity and account owner
* Set the organization wide default sharing on opportunities to private and recalculate sharing
* Set the organization wide default sharing on opportunities to controlled by parent

Q79. What is true about dashboard filters? (Choose three.)
* Filters can be added to dashboards that contain Visualforce components.
* It’s not possible to filter on bucket fields.
* Filters aren’t applied when you schedule or e-mail a dashboard.
* You can’t filter data on a joined report in dashboard view or add a filter to a dashboard that only has joined reports.

Q80. Universal Containers manages leads in a Lead qualification queue where sales reps can accept ownership of the Lead. Campaign members are required to have a sales owner.

What validation rule should an app builderconfigure?
* AND(ISBLANK(Lead.Owner.Id))

* NOT(ISNEW() && ISBLANK(Lead.Owner:Queue.Id))
* AND(ISNEW(), ISBLANK(Lead.Owner:User.Id))
* NOT(ISBLANK(Lead.Owner:Queue.Id))

Q81. UVC needs to update a field on an Account when an Opportunity Stage is changed to Closed-Lost. Which two should be used to accomplish this requirement? Choose two answers
* Process Builder
* Assignment Rule
* Approval Process
* Workflow Rule

Q82. The VP of sales at Universal Containers wants to have a set of screens to guide the inside sales team through collecting and updating data for leads. How can the App Builder accomplish this?
* Visual workflow
* Lightning Process Builder
* Workflow
* Lightning Connect

Q83. Cloud Kicks received a new requirement to calculate summaries from child objects of a standard object. The team would prefer to solve this declaratively.

What are two considerations an app builder should evaluate?

Choose 2 answers
* An app builder is unable to change a lookup to a master-detail relationship.
* An object can have up to two master-detail relationships.
* A trigger on save or update can kick off calculations.
* A value is required in all records ofthe lookup field prior to converting to a master-detail relationship.

Q84. Universal Containers would like to show different picklist values to different groups of user in a custom picklist field. What should be configured?
* Permission sets
* Field-level security
* Record Types
* Page Layouts

Q85. Cloud Kicks wantsto set up a new opportunity approval process and execute various action items based on the initial submission.

Which three action types should an app builder use in the approval process?

Choose 3 answers
* Email Alert
* Outbound Message
* Task
* Invocable Flow
* Invocable Process Builder

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