

Version: 11.4

Question: 1

The Salesforce Admin needs to automate a process that sends an approval request to the VP of Sales for any account record that changes from Prospect to New Customer. What process automation capabilities would the Admin use to meet this requirement?

- A. Use an Apex Trigger to change the Account field value from "Prospect" to "Customer" and email the Account Owner as a reminder to get an approval from their Manager.
- B. Use a Record-Triggered Flow to change the Account field value from "Prospect" to "Customer" and email the Account Owner.
- C. Use a Flow to update the field and trigger an Approval Process to notify the VP of Sales.
- D. Use a Process to monitor the changed field value on the Account object from "Prospect" to "Customer" and an action to submit the record to an Approval Process.

Answer: D

Question: 2

An Administrator needs to notify the CEO via email requesting sign-off anytime an Opportunity's discount reaches higher than 40%. Which tool should the Administrator use to accomplish this?

- A. Process Builder
- B. Flow Builder
- C. Apex Trigger
- D. Approvals

Answer: A

Question: 3

Which Process Builder component determines when a process runs?

- A. Criteria
- B. Trigger
- C. Action
- D. Screen

Answer: B

Question: 4

Universal Container (UC) recently migrated to Lightning Experience. How can UC allow users to upload a file during a Flow?

- A. Custom Lightning Component
- B. Apex + Visualforce
- C. File Upload standard Screen Component
- D. Node.js

Answer: C

Question: 5

Which two types of flows are supported by Salesforce Flow?

- A. Remote Flows
- B. Autolaunched Flows
- C. Screen Flows
- D. Managed Flows

Answer: B,C
