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QUESTION 1

The marketing team at Universal Containers has a list of 400 leads they would like to upload to Salesforce. They need to avoid creating duplicate records.

Which two actions should be taken to meet this requirement? (Choose two.)

- A. Utilize a Lead Matching Rule and corresponding Duplicate Rule to block newly created duplicate leads.
- B. Use Data Loader's update function to import leads and match to existing records based on e-mail address.
- C. Enable Duplicate Matching in the Data Management section in Setup and activate the Lead-to-Lead scenario.
- D. Upload the lead list using the Import Wizard and select a Matching Type to prevent duplicate lead creation.

Correct Answer: AD

QUESTION 2

An admin is trying to add a custom VF page to the mobile app quick navigation menu but can't. What might be the problem?

- A. Menu hasn't been configured for VF page.
- B. VF page has fields that profile can't access.
- C. VF page doesn't have a tab.

Correct Answer: C

QUESTION 3

The sales Operations team at AWS Computing deletes accounts for a variety of reasons. The sales ops director is worried that the Sales team may delete accounts that sales reps are actively selling into. How should the app builder keep accounts with open opportunities from being deleted?

- A. Create an Apex Trigger on the Account object
- B. Create a validation rule on the Account object.
- C. Remove the delete button on the account layout
- D. Remove the Delete permission from the Sales Rep profile.

Correct Answer: A

QUESTION 4

The Training team at Universal Containers uses a custom Training object to track their customer trainings. An app

builder needs to create a relationship between the Training object and the related Students record. A private sharing model is in place for both Students and Training.

Which two statements are true when creating a Student Lookup field on the Training object? (Choose two.)

- A. On Training record, the Student Lookup field can be made optional.
- B. On Student record, users can set on Roll-up summary field on Training records.
- C. On Training record, users can only delete Students, if they have access to it.
- D. Cross-object field updates between Training and Student records are not supported.

Correct Answer: AD

QUESTION 5

Where can a Standard Lightning Component be placed in the Lightning app builder tool?

- A. Canvas
- B. Console Layout
- C. Mini Page Layout
- D. Mobile Card

Correct Answer: A

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