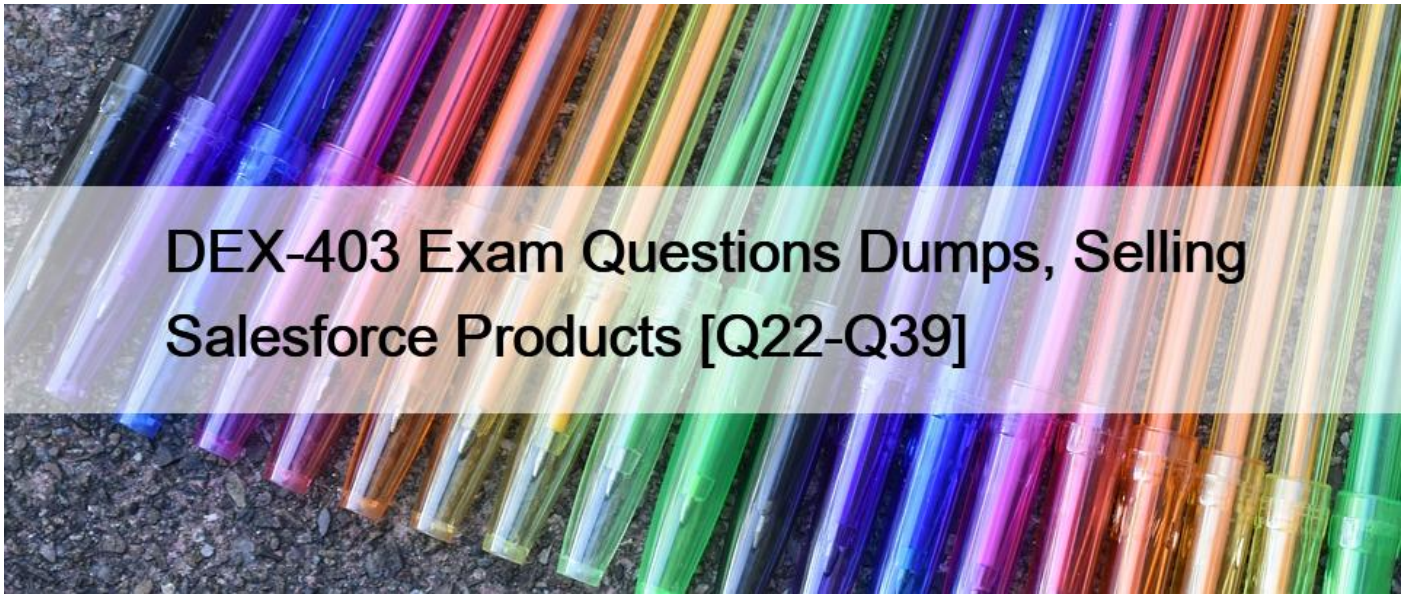


## DEX-403 Exam Questions Dumps, Selling Salesforce Products [Q22-Q39]



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**NO.22** When an opportunity close date is delayed by more than 60 days, the manager and the VP sales must approve the change. How can this requirement be met? Choose 2 answers

- \* Build an approval process that requires unanimous approval from the manager and VP of sales.
- \* Create a workflow rule that checks for close date less than 60 days and add an email alert.
- \* Create a lightning process builder flow that submits the record for an approval process
- \* Build a validation rule that does not allow a user to save the opportunity record.

**NO.23** UVC's CFO has asked that all deals with more than a 40% discount get automatically sent to the VP of Finance. He will review these deals without the sales rep needing to take action Which two ways can this be accomplished without building code? Choose two answer

- \* Launch a new approval process that has automatic submission enabled as an initial submission action
- \* Create a new process with a submit for approval action to automatically submit deals for approval
- \* Create a new approval process that has automatic submission enabled in the entry criteria
- \* Launch a flow that uses the submit for approval action to submit deals for approval

**NO.24** What are two reason to create an unmanaged package? Choose 2 answers

- \* Distributing open-source projects on the AppExchange.
- \* Publishing an application for sale on the AppExchange
- \* Deploying from a Developer Edition environment
- \* Distributing upgradeable components to other Salesforce org (Misse

**NO.25** Which statement is true when defining a Create custom action for the Contact object? Choose 2 answers

- \* The create action will ignore field requirements
- \* The create action can pre-define Contact field values

- \* The create action allows a user to select a record type
- \* The create action will respect validation rules

**NO.26** What can be done after workflow field re-evaluation?

- \* Option 1
- \* Invalid data
- \* Trigger another rule
- \* Out of hour limit (loop)

**NO.27** What is a true statement in regard to creating custom report types?

When the primary object is a custom object and is deleted, then the report type and any reports created from it must be deleted manually

- \* When the primary object is a custom object and is deleted, then the report type and any reports created from it must be deleted manually
- \* Any object can be chosen unless the object is not visible to the person creating the report type through security settings
- \* The detail object in a master-detail relationship cannot be added as a secondary object on a custom report type
- \* Once a report type is saved with a standard or custom primary object, the primary object cannot be changed for the report type

**NO.28** Universal containers wants to provide a different view for its users when they access an Account record in Salesforce1 instead of the standard web version. How can this be accomplished? Choose 2 answers

- \* By adding a mobile layout and assigning it to a profile.
- \* By adding quick actions in the publisher section.
- \* By adding actions in the Salesforce1 action bar section.
- \* By adding Visualforce page to the mobile cards section

**NO.29** DreamHouse Realty (DR) is expanding into subsidized housing by partnering with local government entities. DR uses Sales Cloud and has enabled field history tracking on the Opportunity object. Due to increased Information requirements, the App Dev team is changing Text Area (Long) fields to Rich Text fields to allow for up to 1,000 characters and better descriptions.

Which two considerations should be made by the team?

Choose 2 answers

- \* Rich text field values of all lengths are displayed fully in reports.
- \* Data loss may occur when changing custom field types.
- \* Field History Tracking records value changes of 255 characters or less.
- \* Audit Trail is available through REST API extracts.

**NO.30** Universal Containers is setting up salesforce for the first time. Management wants the sales and marketing teams to have different navigation names in the salesforce1 mobile app. Which option is available to an app builder to satisfy the requirement?

- \* Create sales and marketing profiles to ensure read access to different objects
- \* Create roles for sales and marketing and assign a custom homepage layout for each role.
- \* Create mobile navigation menus for both the sales and marketing profiles.
- \* Create public groups for sales and marketing and create mobile navigation menus for each group.

**NO.31** Which object can be member of a campaign? (Choose 2)

- \* Account
- \* Opportunity
- \* Lead
- \* Contact

**NO.32** You want to use an External Data Object Table from Heroku carrying Product Category information. The data need to be included in Salesforce and searchable. What do you have to do before you can use the connection. (Choose 2)

- \* URL / choose the URL
- \* Press  validate and sync
- \* Choose  include as index field
- \* Choose  include in Salesforce searches ; option

**NO.33** Which sandbox is used for performance testing?

- \* Developer
- \* Full
- \* Partial
- \* Developer Pro

**NO.34** The VP of marketing wants to broadcast an email to 10,000 contacts in Salesforce on a regular basis, but realizes Salesforce's mass email functionality has a limitation on the number of emails that can be sent each day

- \* Download all contacts to a CSV file and use an email client to send the emails
- \* Request Salesforce increase the number of maximum daily emails
- \* Develop Apex code and Visualforce pages to send the emails
- \* Research and evaluate products available on AppExchange to send mass emails

**NO.35** Universal Containers has a junction object called Invoices with a primary Master-Detail relationship with Accounts and a secondary Master-Detail relationship with Contacts. The app builder has a requirement to change the primary Master-Detail relationship to Lookup. What happens to the Master-Detail relationship with Contacts?

- \* The Contacts Master-Detail values are cleared from invoices.
- \* The Contacts Master-Detail also converts to Lookup.
- \* The Contacts Master-Detail field is deleted from the object
- \* The Contacts Master-Detail becomes the primary.

**NO.36** An app builder has been asked to provide users a way to identify a Contact's Preferred Contact Method direction on Contact record. Users need to be able to identify whether a phone number or an email, is the Contact's preferred communication method. Which field type will allow the App Builder to accomplish this with the fewest fields possible?

- \* Checkboxes
- \* Picklist
- \* Email
- \* Formula

**NO.37** Universal Containers has a junction object called Invoices with a primary Master-Detail relationship with Accounts and a secondary Master-Detail relationship with Contacts. The app builder has a requirement to change the primary Master-Detail relationship to Lookup.

What happens to the Master-Detail relationship with Contacts?

- \* The Contacts Master-Detail values are cleared from invoices.
- \* The Contacts Master-Detail also converts to Lookup.
- \* The Contacts Master-Detail field is deleted from the object.
- \* The Contacts Master-Detail becomes the primary.

Explanation: The second master-detail relationship you create on your junction object becomes the secondary relationship. If you delete the primary master-detail relationship or convert it to a lookup relationship, the secondary master object becomes primary.

[https://help.salesforce.com/HTViewHelpDoc?id=relationships\\_considerations.htm&language=en\\_US](https://help.salesforce.com/HTViewHelpDoc?id=relationships_considerations.htm&language=en_US)

**NO.38** What is a section of the Lightning App Builder Tool? Choose 3 Answers

- \* Canvas
- \* Mini Page Layout
- \* Selected Publisher Actions
- \* Mobile Cards
- \* Components

**NO.39** Universal Containers has a custom picklist called Support Level on the Account object. They would like to show the real-time value of Support Level on all case records.

How should an app builder implement this requirement?

- \* Create a formula field on the Case object using the TEXT function.
- \* Create a formula field on the Account object using the ISPICKVAL function.
- \* Create a Process Builder and use a field update on the Case object.
- \* Create a roll-up summary field using Support Level on the Account object.

### Salesforce DEX-403 Exam Syllabus Topics:

TopicDetailsTopic 1- Automating with Lightning Process Builder and Workflow- Deciding When Declarative Isn't EnoughTopic 2- Custom Applications and Custom Tabs- Tools for Data ManagementTopic 3- Automating Business Processes Using Flow- Record Types and the User InterfaceTopic 4- Automating Business Processes with Approvals- Enforcing Proper Data FormatTopic 5- Building Your Data Model- Organization Wide DefaultsTopic 6- Controlling Access to Records- Defining Approval ProcessesTopic 7- Understanding Objects on the Lightning Platform- Keeping Track of Unauthorized ChangesTopic 8- Creating Relationships Between Objects- Programmatic AlternativesTopic 9- Auditing Configuration Changes- Building Your User InterfaceTopic 10- Exploring the Save Order of Execution- Working with Transactions

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