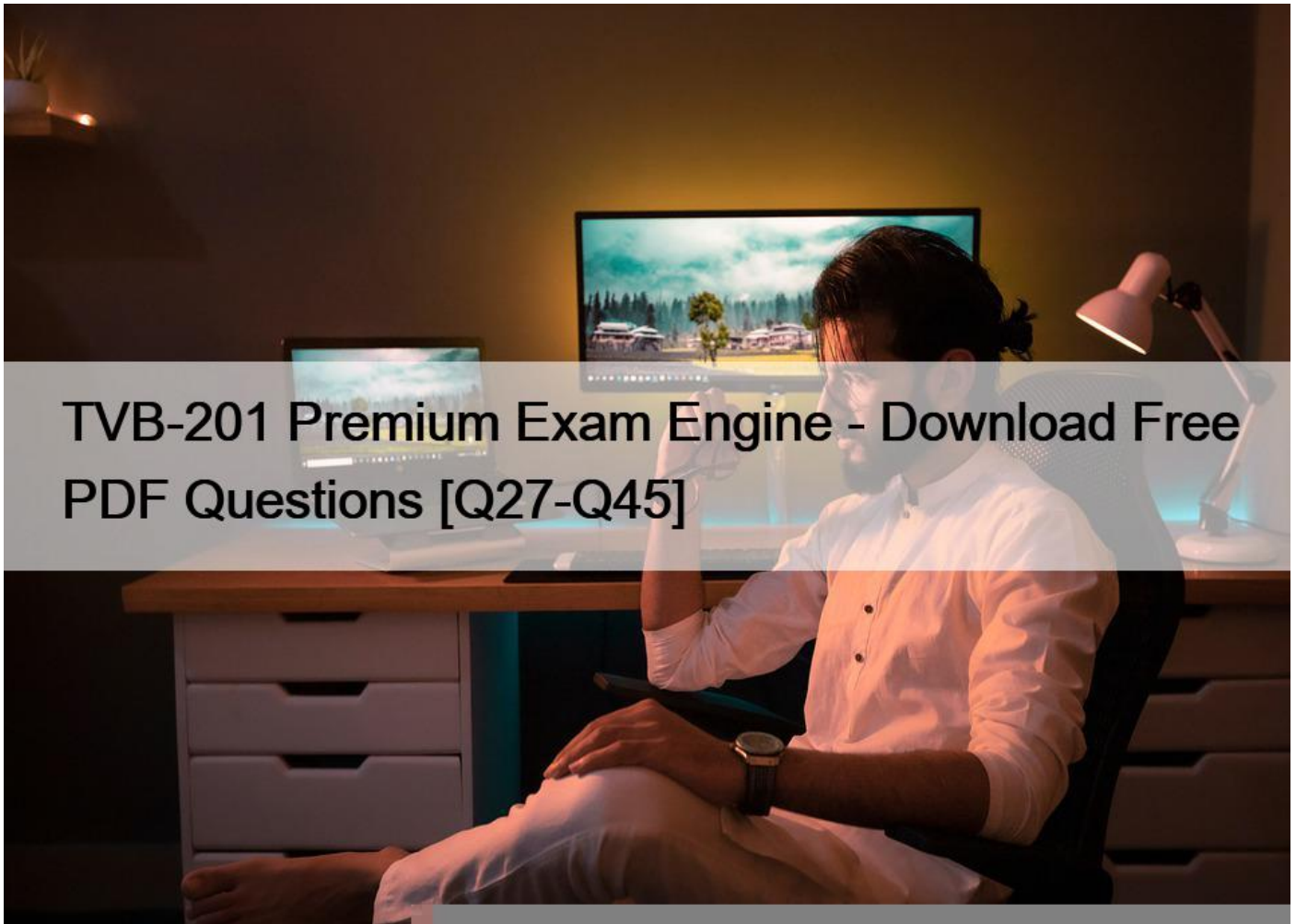# TVB-201 Premium Exam Engine - Download Free PDF Questions [Q27-Q45

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Salesforce TVB-201 Exam Syllabus Topics:

TopicDetailsTopic 1- Quick Start Process Project- Accounts and ContactsTopic 2- Chatter Administration- Service Cloud EssentialsTopic 3- Knowledge Basics for LEX- Formulas & ValidationTopic 4- Sales Cloud Einstein- Lightning App Builder- Service Cloud BasicsTopic 5- Which Automation Tool is Right- Salesforce User BasicsTopic 6- Create a Process for Support Cases- Data Management & ReportingTopic 7- Salesforce Platform Basics- Company-Wide Org Settings

Q27. Universal Containers wants to provide reseller partners with discounted prices on the products they purchase.

How should an administrator configure this requirement?
* Add a Partner_Discount_c field to the Opportunity
* Build separate reseller partner products.
* Use a different Opportunity record type.

* Create a separate PriceBook for reseller partners.

Q28. Which two capabilities are considerations when marking a field as required in Object Manager?

Choose 2 answers
* The field is not required to save records via the API on that object.
* The field is universally required to save a record on that object.
* The field is added to every page layout on that object.
* The field is optional when saving records via web-to-lead and web-to-case

Q29. Northern Trail Outfitters (NTO) has deployed my domain. The Chief Marketing Officer wants to make sure that all of the Salesforce users log in using the branded login URL. There needs to be a grace period for the user’s bookmarks to be updated.

How should the administrator configure the policies in my domain settings?
* Set the login policy to require login from https://nto.my.salesforce.com
* Set the Redirect policy to Do Not redirect.
* Set the redirect policy to Redirect with a warning to the same page within the domain.
* Set the login policy to prevent login from https://login.salesforce.com

Q30. Universal Container wants to prevent its service team from accessing deal records. While

service users are unable to access deal list views, they are able to find the deal records via a search.

What options should the administrator adjust to fully restrict access?
* Record setting and search index
* Permissions and tab visibility
* App permissions and search terms
* Page layouts and field- level security

Q31. An administrator needs to store the ID of a record type for later use in a flow.

Which kind of variable should the administrator use?
* Record variable
* Boolean variable
* Text variable
* ID variable

Q32. Ursa Major Solar uses Opportunity to track sales of solar energy products. The company has two

separate sales teams that focus on different energy markets. The Services team also wants to use

Opportunity to track installation. All three teams will need to use different fields and stages.

How Should the administrator configure this requirement?
* Create three sales processes. Create three record types and one page layout.
* Create one sales process. Create three record types and three page layouts.
* Create three sales processes. Create three record types and three page layouts.
* Create one sales process. Create one record type and three page layouts.

Q33. Ursa Major Solar is noticing a decrease in deals with a cross-sell opportunity type and wants to share all cross-sell opportunities with a team of subject matter experts in their organisation. The company has different roles, and the organisation wide default opportunity is set to private.

How should the administrator accomplish this?
* Add the subject matter experts to a public group and give them access to records with a criteriabased sharing rule.
* Change the organisation-wide default for opportunity from private to public Read/Write to open up access for subject matter experts.
* Enable territory management, assign the subject matter experts to the same territory, and give them access to the records with manual sharing.
* Create a new role for the subject matter experts and give them access to the records with the owner-based sharing rule

Q34. The administrator at Universal Container has created two objects: Containers_c Purchase_c, Management has requested that all container records display on purchase records in Salesforce.

Which type of relationship between Containers_c and Purchase_c should satisfy the requirement?
* Roll-Up Summary field
* Formula field
* Master-detail field
* Lookup field

Q35. Universal Containers wants to create a new sales team that focuses exclusively on small to medium

business customers. This group will track information with the same fields and picklist values but will

have 2 new options on Stage field. How should the system administrator accomplish this task?
* Create a new Record type and a new sales process.
* Create a new Record type and a page layout.
* Create a new Sales process.
* Create a new Record Type.

Q36. At cloud kicks sales reps use discounts on the opportunity record to help win sales on

products. When an opportunity is won, they then have to manually apply the discount up the related

opportunity products. The sales manager has asked if three is a way to automate this time consuming

task.

What should the administrator use to deliver this requirement?
* Flow Builder
* Approval Process
* Prebuild Macro.
* Formula field

Q37. The administrator at AW Consulting has created a custom picklist field. Business users have requested that it be a text field. The administrator attempts to change the field type but, is unable to because it is referenced by other functionalities.

Which functionality is preventing the field type from being changed?
* Formula fields

* Record types
* Visualforce
* Javascript

Q38. The sales operations team ta Universal Containers purchase a list of shipping companies they would like to be imported into the Salesforce org … import Wizard. Some companies on the list may already be customers.

Which fields should administrator use to prevent duplicates when importing these Account records?
* Owner name and Account Name.
* Account name and Created Date.
* Account name and Account Site.
* Account Name and Billing Address.

Q39. Cloud Kicks (CK) Is partnering with a used shoe store and second-hand bicycle emporium. CK has an automated business process it wants to run once a week to count the number of open cases related to an account.

How should the administrator recommend automating this business process?
* Configure a scheduled flow m Flow Builder.
* Use a process to update the account when It is edited.
* Set up a scheduled process in Process Builder.
* Create a workflow rule with an outbound message.

Q40. Cloud Kicks is Introducing a new shoe model and wants to advertise on TV, radio, print, and social under the banner of a called New Runners. In addition, total statistics for this marketing effort need to be aggregated and visible.

Which feature should the administrator use to implement this functionality?
* Junction object
* Parent campaign field
* Lookup relationship
* Master-detail relationship

Q41. Which setting on a profile makes a tab hidden in the All App Launcher or viable in arty app, but still allows a user to view records that would normally be found under this tab?
* Object Permissions
* App Permissions
* Pig wide Defaults
* Tab Settings

Q42. Cloud kicks needs to ensure appropriate shipping details are used in orders. Reps should have

a streamlined solutions to update the shipping address on selected orders associated with an account

when the shipping address is changed on the account.

How should the administrator deliver this requirement?
* An autolaunched flow on the order page that updates all open orders shipping addresses whenever

the account shipping addresses changes.
* An autolaunched flow on the account page that updates all open orders shipping addresses whenever

the account shipping addresses changes.
* A screen flow on the order page that lets the reps choose the updated account shipping address in

all open associated orders
* A screen flow on the account page that lets the reps choose the updated account shipping address in

all open associated orders

Q43. A Sales executive at Universal Containers (UC) is utilizing Collaborative Forecasting to track sales rep quote attainment and wants to be alerted when an opportunity stage is moved backward In the sales process.

Which feature should the administrator use to fulfill this request?
* Validation Rule
* Workflow rule
* Big Deal Alert
* Field History Tracking report

Q44. The marketing team wants a new picklist value added to the Campaign Member Status field for the upsell promotional campaign.

Which two solutions should the administrator use to modify the picklist field values?

Choose 2 answers
* Edit the picklist values for the Campaign Status in Object Manager.
* Modify the picklist value on the Campaign Member Statuses related list.
* Add the Campaign Member Statuses related list to the Page Layout.
* Mass modify the Campaign Member Statuses related list

Q45. An administrator Creates a custom text area field on the Account object and adds it to the service

team’s page layout. The services team manager loves the addition of this field and wants it to appear

in the highlights panel so that the services reps can quickly find it when on the Account Page

How should the administrator accomplish this?
* Create a new page layout and a new section titled highlights panel.
* In the Account object manager, create a custom compact layout.
* From the page layout editor, drag the field to the highlights panel.
* Make the field required and move it to the top of the page.

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