

# DEV-450<sup>Q&As</sup>

Salesforce Certified Platform Developer I

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#### QUESTION 1

When creating a new user, which two items must the Administrator ensure before saving the new user record? (Choose two.)

- A. Username is added to the Active User Log.
- B. Username is in the format of an Email Address.
- C. Username is identical to the User's Email address.
- D. Username is unique across all Salesforce Orgs.

Correct Answer: BD

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#### QUESTION 2

Which two dashboard components should display data from the summary rows of a report? (Choose two.)

- A. Gauge
- B. Chart
- C. Metric
- D. Table

Correct Answer: BD

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#### QUESTION 3

Universal Containers has two sales groups. Each group has its own unique sales process.

How can an administrator ensure that sales representatives have access to only the stages relevant to their sales process when working on opportunities?

- A. Multi-select picklists
- B. Record types
- C. Page layouts
- D. Roles

Correct Answer: B

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#### QUESTION 4

When converting a lead, how can an administrator capture custom lead data on the converted contact?

- A. Use the lead conversion wizard to select the fields.
- B. Map custom lead fields to custom contact fields.
- C. Use the data loader to move the custom lead data.
- D. Map custom lead fields to standard contact fields.

Correct Answer: B

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#### QUESTION 5

Which two are purposes of the AppExchange? (Choose two.)

- A. Partners can download accounts and contacts to collaborate on sales deals.
- B. Customers can share and install apps published by Salesforce partners.
- C. Administrators can download and customize pre-built dashboards and reports.
- D. Support users can install the Salesforce Console for Service custom app.

Correct Answer: BC

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#### QUESTION 6

Which two chart types should be used to display summary values from two different levels of grouping in a report? (Choose two.)

- A. Funnel chart
- B. Stacked bar chart
- C. Donut chart
- D. Grouped line chart

Correct Answer: BD

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#### QUESTION 7

An opportunity record, created with a close date of July 30, meets the criteria of a time-dependent workflow rule. The time-dependent action is scheduled for July 23.

What happens if the opportunity is edited before July 23 and no longer meets the criteria?

- A. The time-dependent action is automatically removed from the queue.
- B. The time-dependent action will execute on July 30.
- C. The time-dependent action is put on hold.

D. The time-dependent action will execute on July 23.

Correct Answer: A

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#### QUESTION 8

What must an administrator do when creating a record type?

- A. Add the record type to the required user records.
- B. Assign the record type to the appropriate profiles.
- C. Create a new page layout for the record type.
- D. Set the field-level security for the record type.

Correct Answer: B

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#### QUESTION 9

Support agents at Universal Containers research solutions to customer issues by asking various subject matter experts (SMEs) at the company.

Which three features will allow Support Agents to quickly document the details of these meetings? (Choose three.)

- A. Case groups
- B. Workflow Email Alerts
- C. Events
- D. Case Comments
- E. Case Feed

Correct Answer: BDE

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#### QUESTION 10

Which circumstance will prevent a system administrator from deleting a custom field?

- A. The field is used in a page layout.
- B. The field is used in a report.
- C. The field is part of a field dependency.
- D. The field is used in a workflow field update.

Correct Answer: D

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#### QUESTION 11

Which two statements are correct regarding an approval process? (Choose two.)

- A. An approval action defines the result of record approval or rejection.
- B. An assignment rule defines the approver for each process step.
- C. The approval history related list can be used to track the process.
- D. A delegated approver can reassign approval requests.

Correct Answer: AC

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#### QUESTION 12

A Lightning for Outlook layout can be assigned to which two options? (Choose two.)

- A. User
- B. Role
- C. Profile
- D. Team

Correct Answer: AC

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#### QUESTION 13

Universal Containers wants sales reps to see the industry, annual revenue, and account owner at a glance on their mobile device. This information should be located at the top of the account record.

What feature should the Administrator configure to meet this requirement?

- A. Page Layout
- B. Mobile Card
- C. Field Set
- D. Compact Layout

Correct Answer: D

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#### QUESTION 14

Which two are capabilities of Customer Communities? (Choose two.)

- A. Customer can log, view, edit, and close their own cases.
- B. Customers can view and edit contacts related to their own accounts.
- C. The Customer Community can be customized with corporate branding.
- D. The Customer Community and its users can be created without additional licensing.

Correct Answer: AC

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#### **QUESTION 15**

What does campaign influence allow a user to do?

- A. Adjust the percentage of influence each campaign has on an opportunity.
- B. Summarize campaign member statistics on a campaign.
- C. Report on the campaigns that have contributed to an opportunity.
- D. View the entire campaign hierarchy.

Correct Answer: C

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