



1. Standard picklist fields can be controlling or dependent?

A) True

B) False

B) False

2. How can you make a field mandatory? (Select 3)

A) Creating a validation rule for the field

B) Check the required field box for the field on the record type

C) Create a Workflow Rule

D) Check the required field box on the field definition

E) Check the required field box on the page layout.

A) Creating a validation rule for the field

D) Check the required field box on the field definition

E) Check the required field box on the page layout.

3. A field designated as required, is only required when it is added to a user's page layout

A) True

B) False

B) False

4. What is the name for an object that enables a many-to-many relationship between two other objects?

A) Parent Object

B) Child Object

C) Schema Object

D) Junction Object

E) Connector Object

D) Junction Object

5. What is true about a junction object?

A) A custom object that has two Master-Detail relationships

B) A custom object that has one Master-Detail relationship

C) A standard object that has two Master-Detail relationships

D) A standard object that has one Master-Detail relationship

A) A custom object that has two Master-Detail relationships



6. A user asks for a checkbox to be automatically ticked if the annual revenue field is greater than a million. Which formula to trigger a workflow would satisfy this requirement?

- A) `AnnualRevenue > 1000000 , TRUE , FALSE`
- B) `IF(AnnualRevenue > 1000000 , "TRUE" , "FALSE")`
- C) `AnnualRevenue`
- D) `AnnualRevenue > 1000000`

7. What are the three different custom tabs you can create? (Choose 3)

- A) APEX Tab
- B) Web Tab
- C) Visualforce Tab
- D) Custom Object Tab
- E) Standard Object Tab

8. What is true about Master-Detail relationships? (Choose 2)

- A) When the parent record is deleted, all child records will be deleted
- B) You can have a child record without the parent record
- C) You have to expose the master-detail field on the child object page layout
- D) You cannot delete a child object

9. If a child record in a master detail relationship is deleted, the parent is deleted.

- A) True
- B) False



10. Select the data types that are supported by formula fields
(Choose 3)

- A) Text
 - B) Percent
 - C) E-mail
 - D) Currency
 - E) Phone
- A) Text**
 - B) Percent**
 - D) Currency**

11. Which of these is not a valid report type?

- A) Tabular
 - B) Detailed
 - C) Matrix
 - D) Summary
- B) Detailed**

12. Before code can be deployed in production, what percentage of test coverage must be achieved?

- A) 25
 - B) 50
 - C) 75
 - D) 100
- C) 75**

13. What type of data cannot be imported using the import wizard?

- A) Accounts and Contacts
 - B) Leads
 - C) Users
 - D) Custom Objects
- C) Users**



14. Which Salesforce Formula Function can return a value based on more than two different field parameters?

A) CASE Statement

- A) CASE Statement
- B) IF Statement
- C) Beings
- D) Contains

15. Which feature sets the base level of access to an object?

A) Organizational Wide Defaults

- A) Organizational Wide Defaults
- B) Public Groups
- C) Roles
- D) Profiles

16. A user's profile does not have any permissions to view a custom object. However, the Organization Wide Defaults for the custom object are set to Public Read/Write. Users with this profile will still be able to access the custom object.

B) False

- A) True
- B) False

17. Object A has a lookup to object B. Which of the following statements are true? (Choose 2)

B) Fields of object B can be accessed from object A

- A) Fields of object A can be accessed from object B
- B) Fields of object B can be accessed from object A
- C) Fields of both B and A are accessible from object A
- D) Fields of both A and B are accessible from object B

C) Fields of both B and A are accessible from object A



18. What type of field needs to be wrapped in a function (In a formula) to be accessed?

A) Picklist

- A) Picklist
- B) Date/Time
- C) Currency
- D) Long Text Field

19. What type of field cannot be used in a formula field?

B) Text Area (Long)

- A) Other Formula Fields
- B) Text Area (Long)
- C) Standard Fields
- D) Date/Time

20. Currently defined picklist values are retained when you change a picklist to a multi-select picklist?

A) True

- A) True
- B) False

21. What is the maximum number of master-detail lookup relationships allowable per object?

B) 2

- A) 1
- B) 2
- C) 3
- D) 4



22. What is a self relationship?

- A) A relationship of account to opportunity owned by same owner
- B) A lookup to global search
- C) A lookup field to the same object
- D) A lookup field to the user object

C) A lookup field to the same object

23. In a data model object A is related to B, B is related to C. How will a developer create a report to include fields of A & C?

- A) Create lookup relationships between A,B and C
- B) Create a custom report type with A,B and C, and use it in the report.
- C) Create a custom report with A and C fields as the relationship already exists
- D) Report cannot be created

B) Create a custom report type with A,B and C, and use it in the report.

24. In a master-detail relationship scenario, the fields of the parent object need to be displayed in the related list. How will a developer achieve this design?

- A) Cross-object formula field
- B) Workflow rule
- C) Validation rule
- D) Assignment rule

A) Cross-object formula field

25. An organization wants to create a field to store manager data on the user object. The manager field is a reference to another user record. What type of relationship should be used?

- A) Master-Detail
- B) Hierarchical
- C) Lookup
- D) Many-to-many

B) Hierarchical



26. Your manager has asked you to create an object with radio buttons that track a rating of 1-5, how will you achieve this?

- A) Create a radio button with 5 options
- B) Create a dependant picklist that feeds the radio button type field
- C) Create a formula field
- D) Create a Visualforce page with radio buttons.

D) Create a Visualforce page with radio buttons.

27. How do you highlight totals in a report?

- A) Roll-up summary field
- B) Formula Field
- C) Custom summary field
- D) Summary totals

D) Summary totals

28. What is true about a custom tab?

- A) It can only be included in one application
- B) It can only be included in standard applications
- C) It can be included in as many applications as desired
- D) It can only be included in custom applications

C) It can be included in as many applications as desired

29. When would a developer use upsert and external IDs? (Choose 2)

- A) To integrate with an external system
- B) To migrate customizations from a sandbox to production
- C) To load related records without knowing Salesforce record IDs
- D) To use Web Services API to query for data

A) To integrate with an external system

C) To load related records without knowing Salesforce record IDs



30. What language is used to query Salesforce for specific information?

- A) SQL
- B) SOQL
- C) SOSL
- D) Apex

31. Which functionality is NOT available on a custom object?

- A) Validation Rules
- B) Assignment Rules
- C) Workflows
- D) Record Types

32. Which of the following cannot be done via a Workflow?

- A) Create a Task
- B) Create an Event
- C) Create an Email Alert
- D) Create an Outbound Message

33. You have Custom Object A & Custom Object B, a record has to be created on B once a certain criteria is met A, how can this be achieved?

- A) Workflow Rule
- B) Lightning Process on Object A
- C) Lightning Process on Object B
- D) APEX Trigger on Object B



34. Which of the following represent correct syntax to display first name from global variable user?

- A) {User.FirstName}
- B) {!User.FirstName}
- C) \$User.FirstName
- D) {!\$User.FirstName}

D) {!\$User.FirstName}

35. Customer services wish to analyse how many open cases there are each day over a period of time. How can they achieve this?

- A) Summary Reports
- B) Matrix Reports
- C) Tabular Reports
- D) Analytic Snapshot

B) Analytic Snapshot

36. Which of the following is true about Roll-up summary fields?

- A) Roll-up summary can only be set on the parent of a Master-Detail or Lookup relationship.
- B) Roll-up summary can be used to compute SUM,MIN,MAX,AVG over a set of records
- C) The results of the roll-up summary is displayed on the child in a master-detail relationship.
- D) Roll-up summary fields are read only.

D) Roll-up summary fields are read only.

37. What can a cross-object formula reference?

- A) Child Only
- B) Parent Only
- C) Records of the same Object
- D) Both Parent and Child objects

B) Parent Only



38. A Developer wants to make sure that all fields on his new custom object are editable to all profiles, what should be checked on field level security?

C) Enable Visible but Disable Read-Only

- A) Disable Visible and Read-Only
- B) Disable Visible but Enable Read-Only
- C) Enable Visible but Disable Read-Only
- D) Enable Visible and Read-Only

39. Which of these is true about the Lookup Relationship?

A) Parent is not a required field and may be omitted

- A) Parent is not a required field and may be omitted
- B) Deleting an object deletes its children
- C) Roll-up summary field can be used to perform basic operations over all children of a parent record
- D) Security access of the child record is dependent upon the parent record

40. What layer of model-view-controller paradigm are standard or custom objects associated with?

B) Model

- A) View
- B) Model
- C) Controller
- D) View and Controller

41. Which of the following is not a valid return type of a custom formula?

D) Array

- A) Date
- B) Decimal
- C) Text
- D) Array



42. What is the maximum number of external IDs an object may have?

D) 7

- A) 1
- B) 5
- C) 3
- D) 7

43. Your company has the requirement to calculate potential commission for its sales reps working on an Opportunity. If you have limited in house resources, what would best satisfy this requirement?

B) Browse the AppExchange to look for a potential partner App which can be directly installed

- A) Build a custom API to work with an external commissions website
- B) Browse the AppExchange to look for a potential partner App which can be directly installed
- C) Hire an internal developer to build a customer commissions app
- D) Configure the commissions tab under "Opportunities" in setup

44. Which type of component CANNOT be added to a Lightning App Builder page?

C) Dashboards

- A) Filter List
- B) Global Actions
- C) Dashboards
- D) Visualforce

45. What are the three groups of Lightning Components you can add, when working with the Lightning App Builder? (Choose 3)

A) Standard

- A) Standard
- B) Custom
- C) Custom – Managed
- D) Standard – Managed

B) Custom

C) Custom – Managed

46. Which Action Type is not available when working with Global Actions?

- A) Create a Record
- B) Update a Record
- C) Log a Call
- D) Custom Visualforce

B) Update a Record

47. What is true about Social Networks in Salesforce?

- A) You must login with your own personal social network account to work with social accounts
- B) You must login with your company's social network account to work with social accounts
- C) You must be careful about who you give access to social accounts, as they do not follow a security model
- D) Social accounts allow you to manage your company's social media from within Salesforce

A) You must login with your own personal social network account to work with social accounts

48. Your company wants to setup a support wizard where agents can be prompted with relevant information, depending on the customers issue. What feature would best support this requirement?

- A) Support Wizard
- B) Lightning Process Builder
- C) Visual Workflow
- D) Workflow

C) Visual Workflow

49. What is not a possible action of the Lightning Process Builder?

- A) Update a record
- B) Trigger APEX
- C) Trigger a Flow
- D) Send an Outbound message

D) Send an Outbound message

50. When changing a field's data type, which scenario can you expect data loss?

- A) Text to Picklist
 - B) Number to Text
 - C) Email to Text
 - D) Currency to Number
- A) Text to Picklist
 - B) Number to Text

51. Two custom objects exist with a Master-Detail relationship. Your company now needs to count and display the number of child objects associated with the parent. Which feature can best satisfy this requirement?

- A) Visual Flow
 - B) Lightning Process Builder
 - C) Formula Fields
 - D) Roll-up Summary Field
- D) Roll-up Summary Field

52. Which of the following are advantages to using Lightning Process Builder over Workflow rules? (Choose 2)

- A) Solutions may have more than one outcome
 - B) There are more actions available to you
 - C) Solutions run faster
 - D) Lightning Process Solutions are bulkified while Workflow rules are not
- A) Solutions may have more than one outcome
 - B) There are more actions available to you

53. Which Validation formula is valid to make sure Phone & Email fields are filled in when converting a Lead?

- A) `IsConverted = TRUE && OR(ISBLANK(Phone), ISBLANK(Email))`
 - B) `IsConverted = TRUE && OR(Phone, Email)`
 - C) `IsConverted = TRUE && (ISBLANK(Phone) && ISBLANK(Email))`
 - D) `IsConverted = FALSE && (ISBLANK(Phone) && ISBLANK(Email))`
- A) `IsConverted = TRUE && OR(ISBLANK(Phone), ISBLANK(Email))`

54. Your company has an external database of payment information that they wish to populate in Salesforce. They have decided to use Lightning connect & External objects to fulfil this requirement. If they wish to link this external object to Opportunities, which kind of relationship will need to be created?

- A) Indirect lookup
- B) External lookup
- C) Master-detail
- D) Lookup

A) Indirect lookup

55. Your company has a Custom Object called Projects with a Lookup relationship to Opportunities. Once an Opportunity is closed won a project needs to be created automatically and assigned to a queue. How would you best accomplish this requirement?

- A) Apex Trigger on Projects
- B) Apex Trigger on Opportunities
- C) Lightning Process Builder
- D) Visual Flow

C) Lightning Process Builder

56. Which of the following statements are true about Record ID's?
(Choose 2)

- A) The 18 character ID is case-insensitive
- B) The 18 character ID is case-sensitive
- C) The 15 character ID is case-insensitive
- D) The 15 character ID is case-sensitive

A) The 18 character ID is case-insensitive

D) The 15 character ID is case-sensitive



57. Your company needs to develop an Apex trigger in a sandbox to work with large amounts of records. The trigger needs to be tested with real records and the sandbox needs to be refreshed once a week. Which sandbox should be used?

- A) Developer Sandbox
- B) Developer Pro Sandbox
- C) Partial Copy Sandbox
- D) Full Sandbox

C) Partial Copy Sandbox

58. A user has requested a field that counts the number of child record associated with a custom object. These custom objects have a lookup relationship between each other, which feature would best accomplish this requirement?

- A) Apex Trigger
- B) Lightning Process Builder
- C) Roll-Up summary field
- D) Visual Flow

A) Apex Trigger

59. What statements are true about managed packages? (Select 2)

- A) Managed packages have upgradable components
- B) Managed packages have open-source code
- C) Managed packages allow for property protection
- D) Managed packages do not allow for licensing

- A) Managed packages have upgradable components**
- C) Managed packages allow for property protection**

60. In terms of the order of execution, what must be taken into account when using Validation rules & Workflows?

- A) Validation rules fire after Workflow rules, so you must ensure that Workflow rules abide by your Validation rules to avoid errors
- B) Validation rules fire before Workflow rules therefore will not catch any data that does not abide by your Validation rules.
- C) Validation rules & Workflow rules fire on separate automation schedules and therefore the order of execution can be ignored.
- D) The order of execution can be controlled in Salesforce setup

B) Validation rules fire before Workflow rules therefore will not catch any data that does not abide by your Validation rules.