



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

Salesforce Certified Platform Developer I

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### QUESTION 1

Universal Containers organization wide defaults for Leads object are set to private. What should a sales rep see when running a lead report with the All Leads filters?

- A. Only leads visible based on the folder access.
- B. All leads for which the sales reps have access.
- C. Only leads owned by the sales rep.
- D. All leads for which the running user of the report has access.

Correct Answer: C

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### QUESTION 2

When the multiple currencies feature is enabled, what currency is used as the basis for all currency conversion rates?

- A. Corporate currency
- B. Active currency
- C. Personal currency
- D. Record currency

Correct Answer: A

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### QUESTION 3

Universal Containers wants to proactively alert each of its sales team users 30 days before their account renewal is due. To do this, a `required` custom account date field named `Renewals` has been created to hold the accounts' Renewal date. The default is one year from `Create Date`. A validation rule ensures the date value entered is at least 30 days into the future. An Email alert and Email template has been created and is set to be delivered to the Account Owner recipient.

What kind of workflow action is needed to complete this requirement?

- A. Time-Triggered Workflow Action
- B. Time-Dependent Workflow Action
- C. Date-Triggered Workflow Action
- D. Date-Dependent Workflow Action

Correct Answer: B

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#### QUESTION 4

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 5

A sales executive at Universal Containers wants to be notified whenever high-value opportunities are created for hot accounts.

What should an administrator do to meet this requirement?

- A. Create a workflow rule on the opportunity object.
- B. Create an auto-response rule on the opportunity object.
- C. Create an escalation rule based on the opportunity amount.
- D. Create a validation rule that evaluates the account rating.

Correct Answer: A

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