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Question No. 1

Ursa Major Solar wants its sales reps to be aware when they are speaking with high-profile customers.

Which two options should be added to the Lightning record pages to achieve this?

Choose 2 answers

- **A.** Custom Component
- **B.** Highlight Panel
- **C.** Action and Recommendations
- **D.** Component Visibility Filter
- **E.** Rich Text Area

Answer: A, C

Question No. 2

What should an administrator use as an identifier when importing and updating records from a separate system?

- **A.** Rich Text field
- **B.** Record ID
- **C.** Auto-Number field
- **D.** External ID

Answer: D

Question No. 3

Universal Containers has a private sharing model for Opportunities and uses Opportunity teams. Criteria-based sharing rules a sales rep at Universal Containers leaves the company and their user record is deactivated. The rep is later rehired in V administrator activates the old user record. The user is added to the same default Opportunity teams but h no longer able records the user worked on before leaving the company.

What is the likely cause?

- **A.** The stage of the Opportunity records was changed to closed lost.
- **B.** Permission sets were removed when the user was deactivated.
- **C.** The record type of the Opportunity records was changed.
- **D.** The records were manual shared with the user.

Answer: D

Question No. 4

The standard Lead Rating field has picklist values of Hot, Warm, and Cold. A list of new leads was importance without errors even though several records had the value of Unrated in the Rating field.

How were these records added without error?

- **A.** The Restricted picklist checkbox was unchecked.

- **B.** Field-level security was set to Visible for all profiles.
- **C.** A global picklist value set was used to populate the picklist.
- **D.** The Add to All Record Types checkbox was selected.

Answer: A

Question No. 5

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?

- **A.** Formula fields
- **B.** Record types
- **C.** Visualforce
- **D.** Javascript

Answer: D

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