When an Opportunity is marked “Closed Won,” the Account’s “Customer Status” field should automatically change to “Active.” Which automation approach is recommended?

A. Record-Triggered Flow updating Account  
B. Workflow Rule with Field Update  
C. Apex Trigger with SOQL query  
D. Approval Process

Answer : A

The finance team requires that any Expense Report submitted for approval over $10,000 must first go to the Department Head, and then to the CFO. Which automation should be used?

A. Process Builder  
B. Approval Process  
C. Record-Triggered Flow  
D. Validation Rule

Answer : B

The operations team wants to schedule a **weekly job** that updates a custom “Health Check” field on Accounts based on activity in the past week. Which automation is best?

1. Workflow Rule
2. Scheduled Flow
3. Approval Process
4. Time-Based Escalation Rule

Answer :B

A sales director wants to automatically lock an Opportunity record once it is “Closed Won,” so users cannot make further changes. Which automation solution is best?

A. Validation Rule  
B. Workflow Rule with Field Update  
C. Approval Process with Final Action: Lock Record  
D. Record-Triggered Flow

Answer :C

You need to insert 500 new Contact records related to Accounts in a trigger. What is the best practice to minimize the number of DML statements?

A. Insert each Contact record inside a for loop.  
B. Add all Contact records into a List, then insert the List once outside the loop.  
C. Use a SOQL query inside the loop for each Contact and insert immediately.  
D. Use Database.insert() inside the loop for each record.

**Answer: B**

A developer has written a trigger on Opportunity that updates related custom object records. The trigger is hitting "Too many DML statements: 151" error. What is the **best way** to fix it?

A. Reduce the batch size of the trigger.  
B. Move DML operations into a future method.  
C. Collect all records that need to be updated in a collection and perform a single DML outside the loop.  
D. Split the trigger into multiple triggers.

**Answer: C**

Which of the following code snippets follows the best practice of minimizing DML operations?

A.

for(Account acc : accList){

insert acc;

}

B.

List<Account> accToInsert = new List<Account>();

for(Integer i=0; i<100; i++){

accToInsert.add(new Account(Name='Test '+i));

}

insert accToInsert;

C.

for(Account acc : accList){

Database.insert(acc, false);

}

D.

insert accList[0];

**Answer: B**

Which trigger context **does NOT provide access** to Trigger.old?

A. Before update  
B. After delete  
C. After update  
D. Before insert

Answer : D

A trigger is written on Opportunity:

trigger OppTrigger on Opportunity (before update, after update) {

if(Trigger.isBefore) {

for(Opportunity opp : Trigger.new) {

if(opp.Amount < 0) {

opp.addError('Amount cannot be negative');

}

}

}

if(Trigger.isAfter) {

for(Opportunity opp : Trigger.new) {

if(opp.StageName != Trigger.oldMap.get(opp.Id).StageName) {

opp.Description = 'Stage Changed';

}

}

}

}

What will happen when the StageName changes?

A. StageName updates and Description is updated successfully.  
B. Fails because Trigger.new is read-only in after triggers.  
C. Updates Description only in before triggers.  
D. Throws runtime error due to accessing Trigger.oldMap in after update.

**Answer: B**

Assignment, Decision, Loop, Collection Sort, Collection Filter in flow builder

Comes under which category

1. Logic
2. Data
3. Integration
4. None

Answer : A

A flow needs to **fetch all Accounts where Industry = ‘Finance’** and display them on the screen for user selection. Which Flow element should you use to retrieve the records?

A. Get Records  
B. Assignment  
C. Decision  
D. Update Records

**Answer: A**

In a flow, you need to **set a custom variable value before saving** it into Salesforce. Which element is used?

A. Assignment  
B. Create Records  
C. Decision  
D. Collection Sort

**Answer: A**

A flow needs to **call another existing flow** to avoid duplicating logic. Which element is used?

A. Action  
B. Subflow  
C. Decision  
D. Loop

**Answer: B**

A developer is writing tests for a class and needs to insert records to validate functionality. Which annotation method should be used to create records for every method in the test class?

1. @isTest (SeeAllData=true)
2. @IsTestSetUp
3. @PreTest
4. @isTest

Answer : B

Which action may cause triggers to fire?

1. Cascading deleting operations
2. Renaming picklist operation
3. Updated to feed items
4. None

Answer: C

The code below deserialized input into a list of Account.

   public class AcctCreater {  
                        public void insertAccounts ( ) {  
                                   String acctsJson = getAccountsJson ( );  
                                   List accts = (List) JSON.deserialize(acctsJson, List.class);  
  
                                       }  
                            }  
Which code modification should be made to insert the Accounts so that field-level security is respected?

1. if (sObjectType.Account.isCreatable ( ))
2. accts = Database.stripInaccessible (accts, Database.CREATABLE);
3. **SObjectAccessDecision sd = Security.stripInaccessible (AccessType.CREATABLE, accts);**

**Answer : c**

A Case is inserted. The following automations are present:

* Duplicate Rule
* Validation Rule
* Before Insert Trigger
* After Insert Trigger

What’s the correct order of execution?

A. Validation Rule → Duplicate Rule → Before Trigger → After Trigger  
B. Before Trigger → Validation Rule → Duplicate Rule → After Trigger  
C. Validation Rule → Before Trigger → Duplicate Rule → After Trigger  
D. System Validation → Before Trigger → Validation Rule → Duplicate Rule → After Trigger

**Answer: D**

When a Lead is inserted, the org has:

* Workflow Field Update
* Process Builder on Lead
* After Insert Trigger
* Assignment Rule

Arrange them in correct execution order.

A. After Trigger → Workflow → Process Builder → Assignment Rule  
B. After Trigger → Assignment Rule → Workflow → Process Builder  
C. Workflow → After Trigger → Assignment Rule → Process Builder  
D. Assignment Rule → After Trigger → Workflow → Process Builder

**Answer: B**

A developer inserts a Contact. The org has:

* Duplicate Rule
* Validation Rule
* Workflow Field Update
* Before Trigger
* After Trigger
* Flow (After Save)

A. Duplicate → Validation → Before Trigger → After Trigger → Workflow → Flow  
B. Validation → Duplicate → Before Trigger → Workflow → After Trigger → Flow  
C. Validation → Duplicate → Before Trigger → After Trigger → Workflow → Flow  
D. Before Trigger → Validation → Duplicate → After Trigger → Workflow → Flow

**Answer: C**