TECHNICAL QUESTIONS

Q1. What is Apex in Salesforce?
A: Apex is a strongly typed, object-oriented programming language used to write custom business logic and trigger events in Salesforce.

Q2. What are Apex Triggers and when are they used?
A: Triggers are Apex scripts that execute before or after DML operations like insert, update, delete. Used to enforce business rules.

Q3. Difference between "before" and "after" triggers?
A:

- **Before Trigger**: Used to update/validate record values before saving to the DB.
- **After Trigger**: Used when we need record ID or when performing DML on related objects.

Q4. Can you call a future method from a batch class?
A: No, you can't directly call a @future method from a batch class because batch execution is already asynchronous.

Q5. How do you prevent recursion in Apex triggers?
A: By using static Boolean flags in a helper class to ensure the logic runs only once per transaction.

Q6. What is a Batch Apex class?
A: Batch Apex is used to process large data volumes asynchronously in chunks. It implements Database.Batchable interface.

Q7. Syntax for creating a batch class?
A:

apex
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```
global class MyBatchClass implements Database.Batchable<SObject> {
   global Database.QueryLocator start(Database.BatchableContext BC) {...}
   global void execute(Database.BatchableContext BC, List<SObject> scope) {...}
   global void finish(Database.BatchableContext BC) {...}
```

Q8. What governor limits does Apex Batch help with?
A: Helps avoid limits on DML rows, SOQL queries, heap size by dividing processing into manageable chunks.

Q9. What is the difference between List, Set, and Map in Apex?
A:

- **List**: Ordered collection, allows duplicates.
- **Set**: Unordered, unique values only.
- **Map**: Key-value pairs.

Q10. What is a Custom Exception in Apex?
A: User-defined exceptions to handle specific application errors using extends Exception.

Q11. How can you avoid hardcoding in Apex?
A: Use Custom Labels, Custom Settings, Custom Metadata, or Schema methods.

Q12. What are Apex Test Classes?
A: Unit test classes written to validate logic, required for deployments (minimum 75% code coverage).

Q13. How to bulkify Apex code?
A: By using collections (List, Set, Map) and avoiding DML or SOQL in loops.

Q14. Explain the use of Database.insert(records, false)
A: Inserts records and continues even if some fail; returns Database.SaveResult[] for handling partial success.

Q15. How to implement error handling in Apex?
A: Use try-catch blocks to catch exceptions and handle them gracefully.

Q16. What is LWC?
A: LWC is a modern JavaScript-based framework for building UI components in Salesforce.

Q17. Difference between Aura and LWC?
A:LWC uses modern JS and Web Standards, better performance.Aura is older, proprietary to Salesforce.

Q18. What is a decorator in LWC?
A: Special annotations like @api, @track, @wire to expose or manage data.

Q19. Use of @api in LWC?
A: Marks a property/method as public so it can be accessed from parent components.

Q20. Use of @wire?
A: Used to call Apex methods or Salesforce data declaratively.

Q21. How to communicate between components in LWC?
A:

- Parent to child: using @api.
- Child to parent: using Custom Events.
- Sibling: via Pub/Sub or Lightning Message Service.

Q22. What are lifecycle hooks in LWC?
A: JS methods like constructor(), connectedCallback(), renderedCallback() for controlling behavior.

Q23. What is the purpose of connectedCallback()?
A: Called when component is inserted in DOM; used for initial setup like data fetch.

Q24. How do you call Apex from LWC?
A:

```
js
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import getData from '@salesforce/apex/MyClass.getData';
@wire(getData) data;
```

Q25. What is Lightning Data Service (LDS)?
A: Simplifies CRUD operations without Apex; works like a built-in controller.

Q26. What is Flow in Salesforce?
A: Point-and-click tool to automate complex business processes.

Q27. Types of Flows?
A:

- Screen Flow
- Record-Triggered Flow
- Schedule-Triggered Flow
- Auto-launched Flow

Q28. Difference between Flows and Process Builder?
A:Flows are more powerful and flexible.Process Builder is simpler but now deprecated in favor of Flows.

Q29. How do you debug Flows?
A: Use debug logs or Flow Debug option to trace execution.

Q30. Can we call Apex from Flow?
A: Yes, via Apex-Defined Invocable Methods.

Q31. What are Flow elements?
A: Screens, Decisions, Assignments, Get/Update/Create Records, Loops.

Q32. When to use Flows over Apex?
A: Use Flows for simple logic or UI-based automation; Apex for complex logic or when Flows are limited.

Q33. What is fault handling in Flow?
A: Mechanism to catch errors during Flow execution and take appropriate action.

Q34. How do you handle DML operations in Flow?
A: Using Data elements like Create, Update, Delete records.

Q35. Can you schedule Flows?
A: Yes, using Scheduled-Triggered Flows.

Q36. Tools for data import/export in Salesforce?
A: Data Loader, Workbench, Data Import Wizard.

Q37. Difference between Data Loader and Workbench?
A:

- **Data Loader**: GUI/CLI, works with large data volumes.
- **Workbench**: Web-based tool for quick queries and DML.

Q38. How do you handle duplicates during data import?
A: Use matching rules or enable Duplicate Management.

Q39. What is a Data Skew?
A: When many child records point to a single parent, leading to performance issues.

Q40. What's the limit for batch data loading in Salesforce?
A: 50,000 records per batch via Data Loader.

Q41. What is OWD?
A: Organization-Wide Defaults – define baseline access for records.

Q42. How to control field-level access?
A: Via Profiles, Permission Sets, and FLS settings.

Q43. What are Sharing Rules?
A: Automate access based on criteria or ownership.

Q44. Difference between Role and Profile?
A:**Profile**: Access to objects, fields, and tabs.**Role**: Controls record-level visibility in hierarchy.

Q45. How do you secure a component in LWC?
A: Enforce access via Apex with with sharing, check permissions before rendering.

Q46. What types of reports are available?
A: Tabular, Summary, Matrix, Joined.

Q47. What are Report Types?
A: Templates that define data source objects and relationships for report creation.

Q48. Difference between dashboard and report?
A: Report: Data view in rows/columns.**Dashboard**: Visual representation of multiple reports.

Q49. How to create a dynamic dashboard?
A: Set "View Dashboard As: Logged-in User".

Q50. How to schedule a report?
A: Use "Subscribe" option or schedule in Report Settings.

Q51. What is REST API in Salesforce?
A: RESTful web service for external systems to interact with Salesforce data.

Q52. How to expose Apex class as REST API?
A:

apex
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```
@RestResource(urlMapping='/example/*')
global with sharing class ExampleAPI {
    @HttpGet
    global static String doGet() {
        return 'Hello World';
```

Q53. What is Web-to-Case?
A: A method to capture support requests from a web form directly into Salesforce.

Q54. What is Email-to-Case?
A: Converts emails into cases automatically using a configured routing address.

Q55. What are Named Credentials?
A: Store external service credentials securely, simplifies callouts.

Q56. What is HttpRequest in Apex?
A: Class used for REST callouts in Apex.

Q57. How to handle authentication in REST API?
A: Use OAuth 2.0, Session ID, or Named Credentials.

Q58. Can you call external APIs from Apex?
A: Yes, using Http, HttpRequest, and HttpResponse.

Q59. What is the callout limit in Apex?
A: 100 callouts per transaction.

Q60. How to debug integration failures?
A: Use debug logs, System.debug(), or API monitoring tools.

Q61. What is SFDX?
A: Salesforce DX – CLI-based tool for development and CI/CD.

Q62. How do you deploy metadata?
A: Use Change Sets, SFDX, or ANT Migration Tool.

Q63. What are Scratch Orgs?
A: Temporary Salesforce orgs for development/testing in DX.

Q64. What is the purpose of Git in Salesforce projects?
A: Version control, collaboration, rollback, and code review.

Q65. How do you resolve deployment errors?
A: Analyze deployment logs, fix test failures, resolve missing dependencies.

Q66. How do you handle sprint planning as a Salesforce Developer?
A: Break down user stories, estimate tasks, define acceptance criteria, and prioritize based on business value.

Q67. What are Agile ceremonies you've participated in?
A: Daily stand-ups, sprint planning, retrospectives, demos/UAT.

Q68. How do you collaborate with QA?
A: Provide test data, explain logic, resolve bugs, and support during UAT.

Q69. How do you manage requirements from stakeholders?
A: Conduct requirement workshops, create BRD/FRD, seek approval.

Q70. What tools have you used for Agile tracking?
A: JIRA, Confluence, Excel, Azure DevOps.

Q71. What was your role in SAP P2P in Infosys?
A: Managed Service Settlement, validated GRS against SO/PO/DO in SAP.

Q72. What challenges did you face with SAP integration?
A: Data inconsistencies, delayed settlements, manual errors.

Q73. What tools did you use in SAP?
A: SAP GUI, Excel for reconciliation, Email for vendor communication.

Q74. How did your SAP experience help in Salesforce projects?
A: Understanding of business flows, process automation, stakeholder collaboration.

Q75. Describe how you resolved a billing dispute in SAP.
A: Tracked documents, validated GRN vs. invoice, collaborated with vendors and internal finance.

Q76. How do you ensure code quality in your team?
A: Code reviews, naming conventions, test coverage, reusable components.

Q77. How do you prioritize bugs vs features in a sprint?
A: Based on impact, urgency, and team bandwidth with Product Owner input.

Q78. Describe a situation where your deployment failed.
A: Incorrect test data setup caused failures; fixed data and re-ran validations.

Q79. How do you handle last-minute requirement changes?
A: Assess impact, re-estimate, communicate with stakeholders, and adjust sprint tasks.

Q80. How do you manage your learning in a fast-changing Salesforce ecosystem?
A: Trailhead modules, Salesforce Release Notes, hands-on practice, webinars.

Q1. Tell me about yourself.
A: I am a Certified Salesforce Developer with 3 years of experience in Salesforce development and over 9.7 years of total professional experience. I've worked extensively in Apex, LWC, Flows, and Sales Cloud. My background includes SAP P2P and fraud analytics, which helps me understand both business and technical aspects of a project. Currently, I'm looking to grow further in Salesforce architecture and lead challenging CRM projects.

Q2. Why are you looking for a job change?
A: I've had great learning at Infosys, but I'm now looking for a more dynamic environment with greater ownership and exposure to enterprise-level Salesforce solutions where I can contribute strategically.

Q3. Why should we hire you?
A: My strong technical Salesforce skills, combined with real-world experience in stakeholder management, process improvement, and integration with legacy systems like SAP, make me a well-rounded candidate for complex CRM implementations.

Q4. What are your strengths?
A: Analytical thinking, adaptability, stakeholder collaboration, and a strong understanding of both technical and business workflows.

Q5. What are your weaknesses?
A: Earlier, I hesitated to delegate tasks. Now, I'm improving this by trusting team members more and focusing on collaborative delivery.

Q6. Where do you see yourself in 5 years?
A: I aim to become a Salesforce Solution Architect leading large-scale digital transformation projects with a team of developers.

Q7. Why Salesforce as a career?
A: Salesforce aligns my passion for solving business problems with my technical skills. Its evolving ecosystem keeps me challenged and motivated.

Q8. Tell me about your current role.
A: I currently develop custom solutions using Apex, LWC, and Flows. I participate in Agile ceremonies, handle deployments via SFDX and Change Sets, and work closely with US-based clients for requirement gathering and UAT.

Q9. What is your typical workday like?
A: My day starts with a stand-up call. Then I work on development tasks, code reviews, and collaborate with QA or business stakeholders. I also support deployments and defect resolution.

Q10. Are you open to relocation or remote work?
A: I'm open to remote and hybrid opportunities, especially if the role offers long-term learning and growth.

Q11. Describe a challenging project you worked on.
A: The MediCore case management project required implementing SLAs and auto-

escalations for healthcare issues. It involved critical routing and sensitive data. I ensured secure access, optimized LWC performance, and delivered within timeline.

Q12. How do you handle deadlines?
A: I break tasks into modules, prioritize based on impact, and proactively communicate risks. I use tools like JIRA to track progress and ensure delivery.

Q13. Describe a conflict you faced in a team.
A: A QA engineer once reported an issue that I believed wasn't a bug. I listened, reviewed the flow, and we found the cause was a data setup issue. That discussion improved our collaboration and testing process.

Q14. How do you handle pressure?
A: I stay calm, analyze the problem logically, and break it into smaller parts. Prioritization and team support help me manage high-pressure situations.

Q15. How do you manage multiple priorities?
A: I use to-do lists and Agile boards to visualize work. I assess task urgency vs. importance and align with my manager or scrum master.

Q16. Tell me about a time you failed.
A: I once missed a dependency during deployment which caused errors. I acknowledged the mistake, fixed it promptly, and later added a checklist to avoid such issues.

Q17. How do you take feedback?
A: I welcome feedback—it helps me improve. I reflect on it, ask for clarification if needed, and work on action points.

Q18. What motivates you at work?
A: Delivering business value, learning new technologies, and solving real-world problems drive my motivation.

Q19. How do you keep yourself organized?
A: I use JIRA and calendar blocks to manage tasks. I document details in Confluence and maintain clear folder structures.

Q20. How do you ensure quality in your work?
A: I do thorough unit testing, peer reviews, follow naming conventions, and write reusable code. I also ensure at least 90% test coverage.

Q21. What makes you a team player?
A: I support teammates in resolving blockers, share knowledge, and focus on team success over individual credit.

Q22. How do you onboard new team members?
A: I guide them through project architecture, coding standards, deployment process, and help them understand our business use cases.

Q23. Describe your leadership experience.
A: As a senior team member, I mentor juniors, lead daily stand-ups, and collaborate with stakeholders for sprint planning.

Q24. How do you deal with difficult stakeholders?
A: I listen carefully, validate their concerns, align expectations, and suggest realistic solutions with clear timelines.

Q25. Share an example of a process you improved.
A: I created a standardized LWC template and flow naming convention in my project, which reduced rework and improved collaboration.

Q26. What would you do if a UAT issue is reported just before deployment?
A: I would analyze the impact, consult QA and stakeholders, and propose either a hotfix plan or defer the deployment with proper communication.

Q27. Your teammate is not cooperating. What would you do?
A: I'd try to understand their perspective, initiate a 1:1 discussion, and if unresolved, escalate to the team lead or manager.

Q28. You are asked to work on a technology you are unfamiliar with. How do you proceed?
A: I start with documentation, Trailhead modules, and build a POC to grasp it quickly.

Q29. You missed a deadline. What now?
A: I inform stakeholders proactively, explain the reason, present a recovery plan, and ensure it doesn't happen again.

Q30. What if business requirements change during sprint?
A: I assess the change impact, consult the team and PO, and reprioritize backlog or create a spike if needed.

Q31. How do you handle repetitive or boring tasks?
A: I look for automation opportunities or ways to optimize. Otherwise, I complete them diligently to maintain team productivity.

Q32. A deployment failed in production. What's your next step?
A: Roll back if necessary, analyze failure logs, fix the root cause, and communicate with stakeholders transparently.

Q33. A client disagrees with your approach. What do you do?
A: I respectfully explain the rationale, provide evidence or examples, and if needed, align on an alternative approach.

Q34. You are given multiple urgent tasks. How do you decide?
A: I check business impact, effort, and dependencies, then align with my manager to prioritize.

Q35. You find a mistake made by another developer. What do you do?
A: I inform them privately, discuss the fix, and offer to help. The goal is to learn and avoid blame culture.

Q36. Why do you want to join our company?
A: I admire your focus on Salesforce innovation and customer-centric approach. I'm excited about the opportunity to grow and contribute meaningfully.

Q37. What are your salary expectations?
A: Based on my skills and market research, I'm looking for a fair offer that reflects my experience and the value I bring.

Q38. Are you willing to work overtime?
A: I'm open to working extra hours occasionally when deadlines or project demands require it.

Q39. What do you expect from your manager?
A: Clear communication, constructive feedback, and a supportive environment that fosters growth and innovation.

Q40. How do you stay updated in Salesforce?
A: Trailhead, Salesforce blogs, webinars, release notes, and participating in community groups.

Q41. What certifications do you hold?
A: I am a Salesforce Certified Developer and I plan to pursue certifications in Admin and Platform App Builder next.

Q42. Do you prefer working independently or in a team?
A: I enjoy both. I value collaborative teamwork but can also take ownership and work independently when needed.

Q43. How do you handle repetitive tasks?
A: I focus on accuracy and look for ways to automate or document them for efficiency.

Q44. What is your notice period?
A: [Insert correct duration, e.g., 30 days]. I'm also open to early release if buyout is an option.

Q45. What kind of work culture do you prefer?
A: A collaborative, transparent, and learning-oriented culture with open communication.

Q46. Are you open to learning new skills beyond Salesforce?
A: Absolutely. I believe learning adjacent tools like MuleSoft, Tableau, or DevOps enhances my capabilities.

Q47. What does success mean to you?
A: Meeting business goals, growing professionally, and making a positive impact on the team and customers.

Q48. What are your hobbies or interests?
A: I enjoy tech blogging, following new CRM trends, and spending time in nature to unwind.

Q49. How would your colleagues describe you?
A: Reliable, technically sound, approachable, and solution-oriented.

Q50. Do you have any questions for us?
A: Yes, I'd like to know more about the team I'll be working with, upcoming projects, and growth opportunities within the organization.