Derrick Davis

12/19/2018

Please answer following open-book questions:

* Sales reps in XYZ’s Salesforce org would like to see the total value of all related and open Opportunities when visiting an Account’s record. How can this be accomplished?
  + The rep can achieve this by running a report that summarizes this information for you or
  + The SFDC admin can choose the opportunity fields you want to have summarized on the account record.

* Why does Salesforce provide the ability to write and run custom code when features such as Workflows and Process Builder are available?
  + Though the Out of Box features like Process Builder and Workflows are fairly intuitive they don’t always cover all the actions that need to be handled. SFDC offers developers the ability to create and run custom code in the instances where the out of box features don’t cover the need. Some examples are complex record updates, branded experiences, Web to Case, Force.com Apps and non APP exchange integrations.

* What are some key considerations an Apex programmer needs to keep in mind when declaring variables?
  + Things an APEX programmer should take into consideration when declaring variables are:
    - Declaration vs. Instantiation
    - Comprehension
    - Use of final (as a Statement)\*
    - Access Level
    - Existing data, objects and logic
    - Variable initialization
    - Variable Scope
    - Case Sensitivity
    - Constants