

LNCT UNIVERSITY, BHOPAL

Enrolment No.B.TECH - CSE V Salesforce-I

CSE-503A

Maximum Marks: 70

Time Allowed: 3Hours

Note:- Attempt all questions internal choice are given.

(SECTION –A)

Attempt Any Five

[5 x 6 = 30]

1. What is Cloud Computing? Explain key characteristics with examples.
2. What are the differences between Standard Objects and Custom Objects in Salesforce? Give examples.
3. What are different types of relationships in Salesforce? Explain Master-Detail and Lookup relationships.
4. What is the role of Profiles and Permission Sets in Salesforce security?
5. Explain the difference between Workflow Rules, Process Builder, and Flow Builder.
6. What are Organization-Wide Defaults (OWD) and Sharing Rules? How do they control data access?
7. What are Governor Limits in Salesforce? Why are they important for Apex development?

(SECTION –B)

Long Answer Type Question (Attempt Any Four)

[4x10=40]

8. Explain Salesforce Architecture in detail. Describe how MVC (Model-View-Controller) is implemented in Salesforce platform.
9. Explain the complete process of importing data using Data Import Wizard and Data Loader. Mention their differences with use cases.
10. Describe User Management in Salesforce. Explain Roles, Role Hierarchy, Profiles, Permission Sets, and Field Level Security with examples.
11. Explain in detail the steps to create an Approval Process. How does Salesforce automate multi- step approvals using Process Builder and Flow?
12. Write an Apex Trigger that updates a custom field on Account object whenever a new Contact is inserted. Explain trigger syntax, SOQL, and DML operations used.
13. What is SOQL? Explain the use of aggregate functions in SOQL with example queries. Also, explain how exception handling is implemented in Apex.