Question 1

An organization wants to implement Salesforce into its business model. The requirements include:

* Operations management

* Program management

* Grantmaking

* Fundraising

* Marketing

* Engagement

Which cloud is preconfigured to handle all of these requirements7

Options:

A- Analytics

B- Experience

C- Nonprofit

Question 2

Get Cloudy Consulting wants to group its contacts by Region. On most records, this text field is blank or misspelled.

Which action is recommended to ensure there is correct data for this field?

Options:

A- Convert the Region field to a picklist field.

B- Create a validation rule to enforce correct spelling.

C- Email users a list of region names with correct spelling.

Answer:

A

Question 3

A Salesforce user at Get Cloudy Consulting informs the company's Salesforce associate they have moved to another department in the organization and no longer need access to Salesforce.

How should the associate change the user's access?

Options:

A- Delete the user to free up the Salesforce license.

B- Do nothing; the user may need to access Salesforce in the future.

C- Deactivate the user to free up the Salesforce license.

Answer:

C

Question 4

A Salesforce associate wants to update an opportunity record they just closed. Which relationship is standard as a Lookup field on an opportunity?
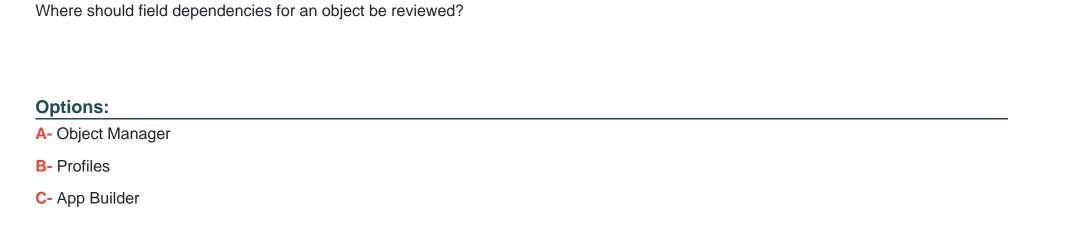
Options:

A- Stage

B- Account

C- Quote

Answer:

B

Question 5

Where should field dependencies for an object be reviewed?

Options:

A- Object Manager

B- Profiles

C- App Builder

Answer:

A

Question 6

Question Type: MultipleChoice

A sales rep at Get Cloudy Consulting asks the new Salesforce associate to give them a report showing all the active accounts for the sales rep's territory.

Where should the associate go to create a new report for Accounts?

Options:

A- Setup

B- Accounts tab

C- Reports tab

Answer:

C

Question 7

Question Type: MultipleChoice

Get Cloudy Consulting (GCC) will show its data on a dashboard where the data is visualized within a range.

Which dashboard component type should GCC use?

Options:

A- Gauge

B- Metric

C- Chart

Question 8

Question Type: MultipleChoice

How can a report of all Accounts with Opportunities be created?

Options:

A- Use the Accounts report type.

B- Use the Accounts with Opportunities report type.

C- Use the Opportunities report type.

Answer:

B

Question 9

Get Cloudy Consulting currently stores information about is customers and partners in the Account object. There are a few details specific to partners that are not applicable to customers.

What is the recommended way to display only the information application to each group?

Options:

A- Use Account for customers and create a custom object for partners.

B- Create record types on Account called Partner and Customer

C- Create custom object called Partner and Customer

Answer:

B

Question 10

A marketing manager wants to make the Reason Lost field required on the opportunity when he stage is changed to Closed Lost.

What should the salesforce associate do to enforce this requirement?

Options:

A- Make the field required on the page layout.

B- Create a validation rule on the Opportunity object.

C- Make the field universally required.

Answer:

B