Free Questions for TVB-101 by certsdeals

Shared by Frederick on 12-12-2023

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Question 1

Question Type: MultipleChoice

A Salesforce associate vwants vto learn more about converting Leads to Contacts. They enjoy learning in an asynchronous, gamified way.

Which resource should they use?

Options:

A- Salesforce Help

B- Trailblazer Community

C- Trailhead

Answer:

C

Question 2

Question Type: MultipleChoice

Which action(s) must be taken for Salesforce updates?

Options:

A- Updates are automatic; nothing needs to be downloaded or installed.

B- Updates require purchasing an updated license.

C- Updates need to be downloaded with each release

Answer:

A

Question 3

Question Type: MultipleChoice

To which Team should a Salesforce associate be added to gain access to an Account and its related opportunities?

Options:

A- Opportunity Team

B- Lead Team

C- Account Team

Answer:

C

Question 4

Question Type: MultipleChoice

A Salesforce associate wants to locate a record within the custom object called Shipment'.

What is the most efficient way to find a record within this object?

Options:

A- Global Search

B- App Launcher

C- Object Manager

Answer:

A

Question 5

Question Type: MultipleChoice

Get Cloudy Consulting (GCC) wants the ability to:

* Send a predefined sequence of scheduled messages to prospective customers.

* Track messages that get the best open and response rates.

* Send customized messages to existing customers information them for new products and discounts.

Which Salesforce cloud solution allows GCC to meet these requirements?

Options:

A- Sales Cloud

B- Marketing Cloud

C- Service Cloud

Answer:

B

Question 6

Question Type: MultipleChoice

Get Cloudy Consulting is rolling out Salesforce to its organization.

What should be used to allow additional field-level access to individual employees based on the their job duties?

Options:

A- Individual profiles

B- Permission sets

C- Role Hierarchy

Answer:

B

Question 7

Question Type: MultipleChoice

Where can a org's service status and performance degradation information be found?

Options:

A- AppExchange portal

B- Salesforce help

C- Salesforce

Answer:

C

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