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Question 1

Question Type: MultipleChoice

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 requirements?

Options:

A- Analytics

B- Experience

C- Nonprofit

Answer:

C

Question 2

Question Type: MultipleChoice

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

Question Type: MultipleChoice

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

Question Type: MultipleChoice

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

Question Type: MultipleChoice

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

Answer:

A

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

Question Type: MultipleChoice

Get Cloudy Consulting currently stores information about its 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 applicable 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

Question Type: MultipleChoice

A marketing manager wants to make the Reason Lost field required on the opportunity when the 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

Question 11

Question Type: MultipleChoice

Salesforce associate received a promotion and needs Edit access to fields on opportunity records across the organization.

Which user setting need updating to allow Edit access?

Options:

A- Queue

B- Permission Set

C- Public Group

Answer:

B

Question 12

Question Type: MultipleChoice

A salesforce associate at get Cloudy Consulting has been asked to analyze Service Cloud data to determine how many individual have called in to the support center.

Which relationship on Case should the associate use?

Options:

A- Owner

B- Account

C- Contact

Answer:

C

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