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QUESTION 1

A salesforce associate at Get cloudy Consulting is configuring object access. The requirements are:

Sales Manager must have the same access to Opportunities.

Marketing managers must have the same access to Campaigns.

What is the recommend approach to configuring their access?

- A. Sharing Sets and Manual Sharing
- B. Validation and Assignment Rules
- C. Profiles and Permission Sets

Correct Answer: C

QUESTION 2

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?

- A. Setup
- B. Accounts tab
- C. Reports tab

Correct Answer: C

QUESTION 3

Get Cloudy Consulting (GCC) is experiencing significant performance degradation.

What should GCC do to quickly verify if a performance incident has been reported on its instance of Salesforce?

- A. Ask a question on the Trailblazer Community.
- B. Check System Status on the Trust site.
- C. Open a case with Salesforce Support.

Correct Answer: B

QUESTION 4

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

- 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

Correct Answer: A

QUESTION 5

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?

- A. Global Search
- B. App Launcher
- C. Object Manager

Correct Answer: A

QUESTION 6

Get Cloudy Consulting (GCC) plans to migrate from a legacy CRM system to Salesforce. GCC currently uses a dedicated single-tenant, on-premise system and wants to utilize a multi-tenant architecture like Salesforce uses. What is one feature of multi-tenant architecture?

- A. Resources are shared but tenants cannot claim each others resources.
- B. Resources are shared and tenants can claim each other\'s resources.
- C. Resources are limited to each tenant.

Correct Answer: B

QUESTION 7

A Salesforce standard profile end user is looking for specific information on an Opportunity record page. They are overwhelmed by the required scrolling to see the page. What should the user do to simplify the page to see only what they want?

- A. Collapse detail sections.
- B. Remove activities.
- C. Change page layout assignment.

Correct Answer: A

QUESTION 8

A Salesforce associate wants to filter a Lead report by a secondary industry field.

Who would the associate typically work with to get a new field added in their Salesforce org?

- A. Salesforce Developer
- B. Salesforce Administrator
- C. Salesforce Technical Architect

Correct Answer: B

QUESTION 9

An online retail company uses Sales Cloud and Marketing Cloud. The company's Salesforce associate needs help while working in Marketing Cloud and wants to hear other Salesforce professionals' opinions. They would like to post a question that anyone around the globe who is familiar with Salesforce can answer.

Which resource should they use?

- A. Trailblazer Community
- B. Trailhead Academy
- C. Salesforce Help

Correct Answer: A

QUESTION 10

What type of relationship do Account and Contact objects have?

- A. Lookup
- B. Self
- C. Master-detail

Correct Answer: A

QUESTION 11

A Salesforce associate is creating new user accounts for a new project management team. What will be the role of each new team member?

- A. End User
- B. Developer

C. Builder

Correct Answer: B

QUESTION 12

An employee at Get Cloudy Consulting recently changed their name. They received a new email address Where should these changes be updated?

A. User Record page from Setup

B. User Profile page

C. Contact Record page

Correct Answer: B

QUESTION 13

Get Cloudy Consulting (GCC) provides consulting services to small and medium-sized business in the financial services space. GCC wants a solution for customer service where complaints can be logged through a web from and email. Which Salesforce solution should GCC use?

A. Commerce Cloud

B. Experience Cloud

C. Service cloud

Correct Answer: C

QUESTION 14

What should the account owner at Get Cloudy Consulting use to learn the sum of the amount for each opportunity?

A. The Opportunity related list

B. A custom report type

C. A Roll-Up Summary field

Correct Answer: C

QUESTION 15

Which tool creates a visual representation of objects and their relationships?

A. App Launcher

B. Object Manager

C. Schema Builder

Correct Answer: C

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