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NEW QUESTION: 1

A Salesforce associate at Get Cloudy Consulting needs a list of all active contacts grouped by Account. What is the first step in building this report?

- A. Create a new report using the Contacts & Accounts report type.
- B. Create a Contacts report with a filter on Account.
- C. Create a joined report with accounts and contacts.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

A Salesforce associate at Get Cloudy Consulting is working with a user to view multiple records and their related records on the same screen. Currently, the user uses multiple browser tabs. Which app should the associate recommend for the user to view multiple records and their related records on one screen?

- A. Salesforce Lightning Console
- B. Salesforce Lightning Page
- C. Salesforce Dashboard

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 3

A manager can see all of the records owned by their team, but not records owned by other teams. How is access to the records being controlled?

- A. Role Hierarchy
- B. Profiles
- C. Permission Sets

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

A Salesforce associate is viewing information within a report and needs to export the data. Into which types of files can the report be exported?

- A. Word (.doc or .docx) or comma-separated values(.csv)
- B. PDF (.pdf) or Excel (.xlsx or .xls)
- C. Excel (.xlsx or .xls) file or comma- separated values (.csv)

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 5

Get Cloudy Consulting (GCC) wants to simplify its sales teams Account Record page with the following recommendations:

- * Adding tabs
- * Hiding components
- * Making fields conditionally visible

Where should GCC's Salesforce associate go to draft these changes for review?

- A. Lightning App Builder
- B. Page Layouts
- C. Record Types

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 6

Get Cloudy Consulting gets 90% of its business from trade shows. Sales reps create many lead records during these events, but they often forget to change the Lead Source field to Trade Show'.

What should help the sales reps when they create these lead records?

- A. Format a validation rule requiring the Lead Source field to equal Trade Show'.
- B. Make an assignment rule named Trade Show' to only assign leads to sales reps.
- C. Change the default value of the Lead Source field from 'Web' to Trade Show'.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 7

What type of relationship do Account and Contact objects have?

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 8

What should be considered before changing the field type of a custom field?

- A. The field type can be changed for all custom field.
- B. The field is a required field that cannot be changed.
- C. There is possible data loss when changing the field type.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

A sales manager requests a report that shows total opportunity amounts grouped by:

- * Small opportunities - Amount is less than \$50,000.
- * Medium opportunities - Amount is between \$50,000 and 5100,000.
- * Large opportunities - Amount is more than \$100,000.

How should the Salesforce associate create a field to show the amount as described above?

- A. Create a bucket field off of Amount,
- B. Create a formula field off of Amount.
- C. Create a custom field in Setup.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 10

A salesforce associate is excited to find they can combine the challenge of learning new skills with the chance of winning prizes?

- A. Superbadges
- B. Quests
- C. Ranks

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 11

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

- A. A custom report type
- B. A Roll-Up Summary field
- C. The Opportunity related list

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 12

A sales manager at Get Cloudy Consulting wants a report that shows their top-selling product families by quantity.

- A. Group by product family > Filter to show only Closed Won opportunities > Sum the total number sold
- B. Croup by active products > Filter to show opportunities this year > Sum the quantity
- C. Group by opportunity stage> Filter by product family > Sum the total number sold

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 13

A Salesforce associate is working from a custom Contact list view and noticed key information is missing.

What should they do to add the missing information?

- A. Edit list filters
- B. Edit sharing settings
- C. Select Fields to Display

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 14

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 15

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

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 16

How can a user see only contacts from a specific city on the 'New This Week" list view without changing what other users see?

- A. Build a private report for contacts that is filtered by the specific city.
- B. Change the permissions so they can only see records from the specific city.
- C. Clone the list view with a new name, and filter by the specific c

Answer: C ([LEAVE A REPLY](#))

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NEW QUESTION: 17

A Salesforce associate is using Global Search to find a record but does not remember the name of the record they want to find.

What should the associate use to search for the record?

- A. Wildcards and operators
- B. List view for each object
- C. Object Manager

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 18

Get Cloudy Consulting wants to confirm the data type of the Account Sources field on Account object. Which editing the Account, the Account Sources field has several predefined values that can be selected.

Which type of field is Account Source?

- A. Formula
- B. Text.Area
- C. Picklist

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 19

Get Cloudy Consulting trains its new employee in a partial sandbox named New Employee;. An employee completes the training in the sandbox and is ready to sign in to the production org. However, an error message pops up indicating an invalid username or password. The employee is using their sandbox username and password to sign in to production.

What is needed to solve this error?

- A. Creating a different password for the production org
- B. Removing .NewEmployee appendix from the sandbox username
- C. Creating a new username for the production org

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 20

A Salesforce associate is viewing information within a report and needs to export the data. Into which types of files can the report be exported?

- A. Word (,doc or .docx) or comma-separated values(.csv)
- B. Excel (,xlsx or ,xls) file or comma- separated values (,csv)
- C. PDF (,pdf) or Excel (,xlsx or ,xls)

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 21

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 their job duties?

- A. Role Hierarchy
- B. Individual profiles
- C. Permission sets

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 22

A Salesforce associate is asked to add a new employee record to their client. Get Cloudy Consulting.



To which object should they add this record?

- A. Accounts
- B. Contacts
- C. Leads

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 23

Get Cloudy Consulting (GCC) wants to build one dashboard for Leads and Opportunities. GCC want the data to be displayed based on the logged-in user's security setting.

Which type of dashboard should this be?

- A. Dynamic
- B. Standard
- C. Static

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 24

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 25

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

- A. Salesforce help
- B. Salesforce
- C. AppExchange portal

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 26

A deleted record needs to be recovered from the Recycle Bin.

Where can the user find the Recycle Bin?

- A. Setup
- B. App Launcher
- C. Global Search

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 27

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

- A. Opportunity Team
- B. Account Team
- C. Lead Team

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 28

Refer to the image below:



A Salesforce associate reviews a report that shows more information than they need. The associated see individual records but only wants to see the Record Count.

Which switches should the associated toggle to only show the Record Count?

- A. Row Counts and Grand Total
- B. Subtotals and Detail Rows
- C. Grand Total and Subtotals

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 29

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?

- A. Deactivate the user to free up the Salesforce license.
- B. Do nothing; the user may need to access Salesforce in the future.
- C. Delete the user to free up the Salesforce license.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 30

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

- A. Account
- B. Stage
- C. Quote

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 31

Get Cloudy Consulting (GCC) currently supports its customers via calls and emails. GCC wants to meet the needs of digitally savvy customers by offering support via web chat as well as SMS, Facebook Messenger, and WhatsApp.

Which Salesforce product should meet this need?

- A. Sales Cloud
- B. Service Cloud

C. Experience Cloud

Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 32

A Salesforce associate has been asked to identify all contacts that have had interactions with their company in the last year.

What should the associate do to identify these contacts?

- A. Look at the contact's Last Modified Date.
- B. Look at the Active field.
- C. Look at the last related activity date.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 33

Get Cloudy Consulting is rolling out Salesforce to its organization. New users may have different access requirements base on department.

What should be recommended to allow new users the correct access based on their department's requirements?

- A. Individual profiles
- B. Permission sets
- C. Role Hierarchy

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 34

How should a Salesforce associate ensure a dashboard has the most current data?

- A. By clicking refresh
- B. By refreshing the browser
- C. By opening the dashboard

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 35

A Salesforce associate wants to quickly create an org where they can learn, practice, and develop Salesforce skills.

Which type of org should they create from within Trailhead?

- A. Sandbox
- B. Developer Edition
- C. Playground

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 36

A salesforce associate wants to retrieve a record for a business but only remembers a portion of the business name.

Using the fewest clicks, how should the associate search the account records for the desired business?

- A. A list view of all accounts
- B. The global Search box
- C. A report of all accounts

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 37

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?

- A. Make the field required on the page layout.
- B. Make the field universally required.
- C. Create a validation rule on the Opportunity object.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 38

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?

- A. Account
- B. Owner
- C. Contact

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 39

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 application to each group?

- A. Create record types on Account called Partner and Customer
- B. Use Account for customers and create a custom object for partners.
- C. Create custom object called Partner and Customer

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 40

Which sharing type shares a single, common infrastructure and code base?

- A. Metadata
- B. Trust
- C. Multitenant

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 41

What is the maximum number of rows will display?

- A. 5, 000
- B. 2,000
- C. 3,000

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 42

A nonprofit organization wants to help ensure residents in their area receive health checkups. The nonprofit also wants to ensure resident tracking history and all data are stored in a way that complies with local privacy laws.

Which Salesforce cloud solution should help meet these needs?

- A. Service Cloud
- B. Nonprofit Cloud
- C. Health Cloud

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 43

Get Cloudy Consulting (GCC) has recently been onboarded as a Salesforce customer. GCC wants to enroll its in-house IT administration team in a Salesforce instructor-led training workshop.

Which resource provides virtual and in-person learning that should help the team accelerate their Salesforce knowledge?

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 44

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

- A. Updates are automatic; nothing needs to be downloaded or installed.
- B. Updates need to be downloaded with each release

C. Updates require purchasing an updated license.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 45

A Salesforce Associate is asked to review multiple reports from the current month's folder and bring insight into a meeting.

How should the associate locate all the reports in a single location from the Report object?

A. Click on All Folders and use the search bar

B. Use the Global search bar

C. Click on All Reports and use the search bar

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 46

Which relationship type exists between Accounts and Contacts?

A. Master-detail

B. Self

C. Lookup

Answer: C ([LEAVE A REPLY](#))

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NEW QUESTION: 47

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?

A. Gauge

B. Metric

C. Chart

Answer: ([SHOW ANSWER](#)**)**

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