# SALESFORCE-ASSOCIATE<sup>Q&As</sup>

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Salesforce Certified Associate

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**QUESTION 1**

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 2**

Which Salesforce role should help companies increase campaign effectiveness, reengage inactive customers, and grow their customer base?

A. Consultant

B. Marketer

C. Designer

Correct Answer: A

**QUESTION 3**

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?

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.

Correct Answer: A

**QUESTION 4**

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?

A. Queue

B. Permission Set

C. Public Group

Correct Answer: B

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**QUESTION 5**

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

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