



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

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**QUESTION 1**

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

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**QUESTION 2**

A Salesforce associate wants a visual summary of opportunities in a list view. The associate would like to summarize, filter, and move opportunities along the pipeline. What should they do to meet this requirement?

- A. Create an Opportunity Summary report.
- B. Create an Opportunity List View.
- C. Create an Opportunities Kanban View.

Correct Answer: C

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**QUESTION 3**

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

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**QUESTION 4**

Sales reps at Get Cloudy Consulting want to see a visual representation of their emails and phone calls with a contact. Which contact record component must be present so users can see this?

- A. Activity Capture
- B. Salesforce Inbox
- C. Activities Timeline



Correct Answer: A

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#### QUESTION 5

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

Correct Answer: A

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