



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

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**QUESTION 1**

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

Correct Answer: B

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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**

An insurance call center is experiencing increased policy support calls which has led to long wait times and disappointed customers. Which cloud will decrease the number of incoming calls, empower customers, and increase satisfaction?

- A. CRM Analytics
- B. Experience
- C. Cloud Sales Cloud

Correct Answer: B

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**QUESTION 4**

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. List view for each object



B. Object Manager

C. Wildcards and operators

Correct Answer: C

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#### QUESTION 5

Get Cloudy Consulting wants to evaluate a new feature that requires a specific license before purchasing. Which environment should be used?

A. Developer org

B. Developer sandbox

C. Scratch org

Correct Answer: A

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