



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

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**QUESTION 1**

Get Cloud Consulting (GCC) currently uses separate platform for marketing sales, commerce, service, and information technology. As GCC continues to grow, it decides to move all departments onto Salesforce. What would provide GCC the most benefit by moving to the Salesforce Platform?

- A. Salesforce increases security by only requiring employees to remember one password.
- B. Salesforce saves companies money by eliminating the need to purchase licenses for multiple systems.
- C. Salesforce provides a complete view of a company's customers on one unified platform.

Correct Answer: C

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**QUESTION 2**

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 3**

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

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**QUESTION 4**

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 5

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

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