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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

QUESTION 2

What type of relationship do Account and Contact objects have?

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

Correct Answer: A

QUESTION 3

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. Use the Global search bar
- B. Click on All Reports and use the search bar
- C. Click on All Folders and use the search bar

Correct Answer: B

QUESTION 4

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



Correct Answer: C

QUESTION 5

A Salesforce associate at Get Cloudy Consulting is given a list of opportunities to work through. The associate asks for an easier way to change the opportunity stage. What should be recommended?

- A. Switch to the Kanban View.
- B. Create multiple list views.
- C. Use a Dynamic Dashboard View.

Correct Answer: A

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