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QUESTION 1

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

QUESTION 2

What should be considered before changing the field type of a custom field?

A. The field is a required field that cannot be changed.

B. The field type can be changed for all custom field.

C. There is possible data loss when changing the field type.

Correct Answer: C

QUESTION 3

A Salesforce associate is looking at a custom Contact list view and wants to show more information from the record. What should they do to add the missing key columns?

A. Edit list filters

B. Select Fields to Display

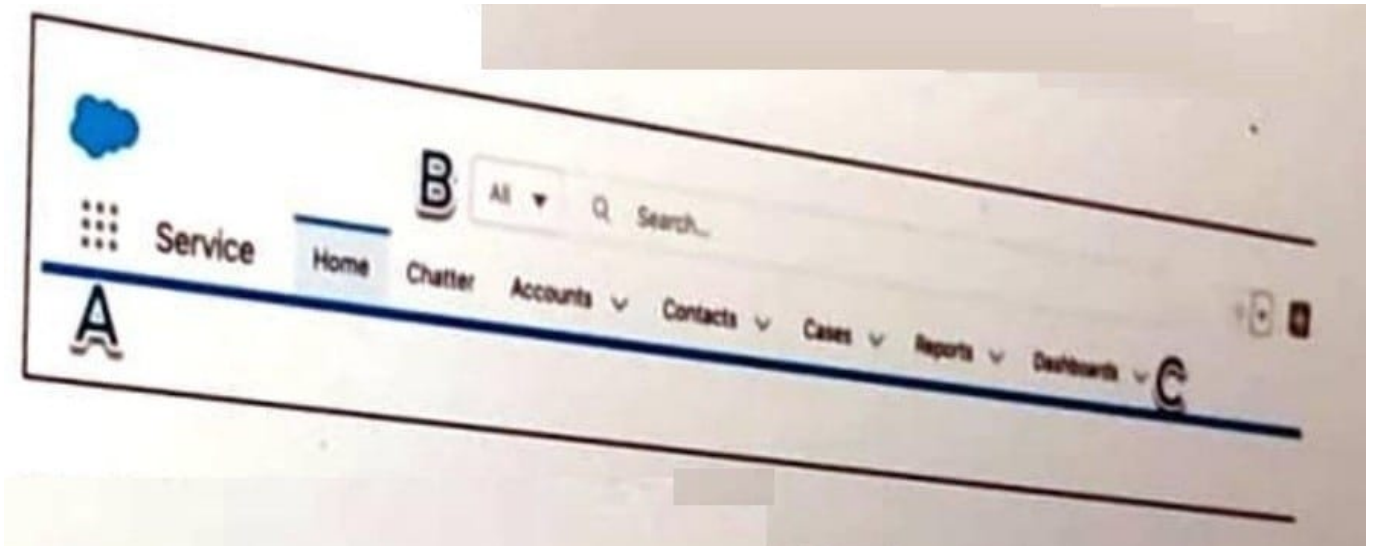C. Edit sharing settings

Correct Answer: B

QUESTION 4

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

QUESTION 5

Refer to the screenshot that shows the top portion of the Salesforce Service app with areas labeled A, B, and C.

Get Cloudy Consulting (GCC) offers sales and services consoles to meet the various needs of its end users?

Where should GCC\\' end users go to change to the Sales Console.

A. App Launcher icon (Label A)

B. Search bar (Label b)

C. A dropdown in the navigation bar (Label C)

Correct Answer: A

QUESTION 6

A VP of sales is requesting an easy to understand visual representation of accounts and opportunities that have been worked on by the sales agents in the current quarter in order to identify trends, sort data, and measure the impact of their activities.

What is recommended to meet these requirements?

A. Create a list views.

B. Create a dashboard.

C. Create a custom tab.

Correct Answer: B

QUESTION 7

Get Cloud Consulting (GCC) currently uses separate platform for marketing sals, 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 mobing 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 8

Get Cloudy Consulting (GCC) provides consulting services to small and medium-sized business in the financial services space. GCC wants a solution for customer service where complaints can be logged through a web from and email. Which Salesforce solution should GCC use?

A. Commerce Cloud

B. Experience Cloud

C. Service cloud

Correct Answer: C

QUESTION 9

A Salesforce associate wants to connect with other Salesforce associates in their local area.

Which Salesforce resource allows them to network and collaborate with others based on role and location?

A. Trailblazer Connect

B. Salesforce Interest Groups

C. Trailblazer Community Groups

Correct Answer: C

QUESTION 10

A Salesforce associate is creating a report that needs to show changes uin a value over a series of point in time. Which type of chart should the associate add to this report to help visualize these changes?

A. Line

B. Scatter

C. Donut

Correct Answer: A

QUESTION 11

A Salesforce associate wants to update an opportunity record they just closed. Which relationship is standard as a
Lookup field on an opportunity?

A. Stage

B. Account

C. Quote

Correct Answer: B

QUESTION 12

A Salesforce associate has received a request to create new users for a group of new employees. Where can the
associate check the number of licenses available to be assigned to the new employees7

A. Salesforce Help

B. Company Information

C. User Management Settings

Correct Answer: B

QUESTION 13

Get Cloudy Consulting\\'s growing marketing team is on a custom profile named Marketing Team.\\' The team currently
has Read access to leads and opportunities- Two marketing managers need Edit access on leads. What should the
Salesforce associate do to grant them the access they need?

A. Create a permission set that grants Edit access to leads and assign it to the marketing managers.

B. Create a permission set that grants Edit access to leads and assign it to the marketing team.

C. Create a new profile that grants Edit access to leads and assign it to the marketing managers.

Correct Answer: A

QUESTION 14

Which Trailhead feature should Get Cloudy Consulting use to create a custom teaming path for its employees?

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A. Projects

B. Trailmixes

C. Modules

Correct Answer: B

QUESTION 15

Get Cloudy Consulting (GCC) has recently been onboarded as a Salesforce customer. GCC wants to enroll its in-house IT administration team in a Salesforce instructor-led training workshop. Which resource provides virtual and in-person learning that should help the team accelerate their Salesforce knowledge?

A. Trailhead Community

B. Salesforce Help

C. Trailhead Academy

Correct Answer: A

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