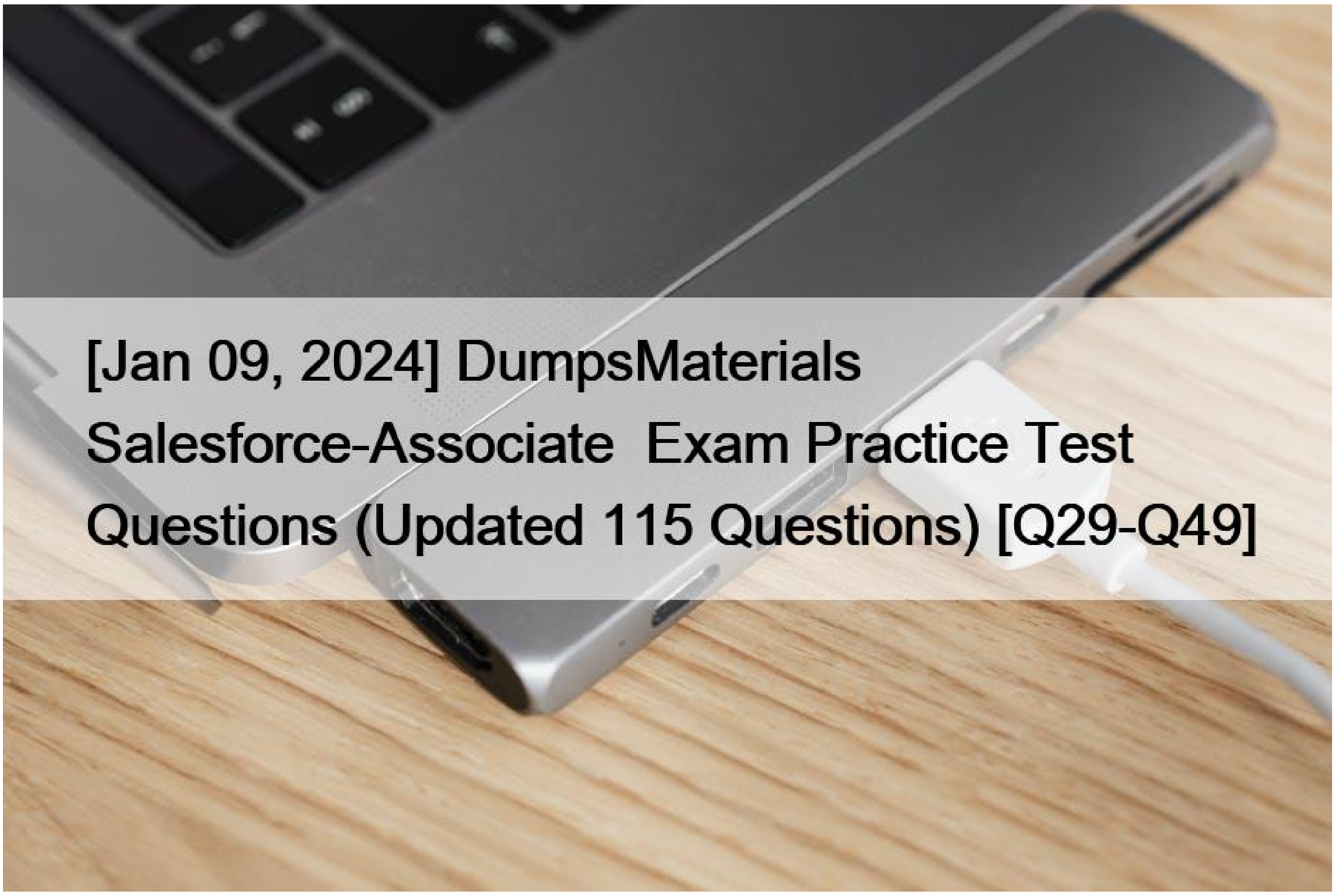
[Jan 09, 2024 DumpsMaterials Salesforce-Associate Exam Practice Test Questions (Updated 115 Questions) [Q29-Q49



[Jan 09, 2024] DumpsMaterials Salesforce-Associate Exam Practice Test Questions (Updated 115 Questions)
Pass Salesforce Salesforce-Associate Exam Info and Free Practice Test

Salesforce-Associate Certification Exam is designed for professionals who are new to the Salesforce platform. It is an entry-level certification that tests the candidate's knowledge of the fundamentals of Salesforce. Salesforce-Associate exam covers topics such as Salesforce basics, data modeling, security, and automation. Salesforce Certified Associate certification is ideal for professionals who are looking to start a career in Salesforce and want to validate their skills and knowledge.

QUESTION 29

How can a user see only contacts from a specific city on the ‘New This Week” list view without changing what other users see?
* Change the permissions so they can only see records from the specific city.
* Clone the list view with a new name, and filter by the specific c
* Build a private report for contacts that is filtered by the specific city.

Explanation

The user can clone the list view with a new name, and filter by the specific city to see only contacts from that city on the list view. This will not affect what other users see on the original list view.

QUESTION 30

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

QUESTION 31

A salesforce associate is excited to find they can combine the challenge of learning new skills with the chance of winning prizes?
* Superbadges
* Quests
* Ranks

QUESTION 32

A Salesforce associate wants to add a new related list of cases to the Account.

Where should the associate go to add the related list to Account?
* Account Record page
* Page Layout
* Case Record page
Explanation

The related list of cases can be added to the account page layout, which determines the fields, buttons, and related lists that users see when they view an account record.

QUESTION 33

Which relationship type exists between Accounts and Contacts?
* Master-detail
* Self
* Lookup

QUESTION 34

Cloud Kicks (CK) became a North American subsidiary of Get Cloudy Consulting (GCC).

What should the Salesforce associate do to show that GCC is part of the CK portfolio when creating the CK Account record?
* View account hierarchy and select Add Child Account.
* Select New on the child accounts related list.
* Add Get Cloudy Consulting to the Parent Account field

Explanation

The thing that the associate should do to show that GCC is part of the CK portfolio when creating the CK Account record is to add Get Cloudy Consulting to the Parent Account field. The Parent Account field is a standard field on the Account object that allows the user to link an account to another account that is its parent company. This way, the user can create an account hierarchy that shows the relationships between parent accounts and their subsidiaries. The user can enter the name of the parent account in the Parent Account field when creating or editing an account record. Viewing account hierarchy and selecting Add Child Account or selecting New on the child accounts related list are not the correct actions to show that GCC is part of the CK portfolio, because they are used to create a new account that is a subsidiary of an existing account, not to link an existing account to another existing account.

QUESTION 35

A sales manager at Get Cloudy Consulting wants a report that shows their top-selling product families by quantity.
* Group by opportunity stage> Filter by product family > Sum the total number sold
* Group by product family > Filter to show only Closed Won opportunities > Sum the total number sold
* Croup by active products > Filter to show opportunities this year > Sum the quantity

QUESTION 36

Which tool creates a visual representation of objects and their relationships?
* App Launcher
* Object Manager
* Schema Builder

QUESTION 37

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?
* Permission Sets
* Profiles
* Role Hierarchy

QUESTION 38

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’
* List view for each object
* Object Manager
* Wildcards and operators

QUESTION 39

A Salesforce associate tries to create a new user in a sandbox using Astrogetdoudy.org as the username and it fails.

What is the problem with creating the Astro3getcloudy.org’ username?
* Salesforce usernames must include the user s full name and be formatted like an email address.
* Salesforce usernames must be unique across all Salesforce orgs and that one is already in use.

* Salesforce usernames must be formatted like an email address with .com at the end.

QUESTION 40

A salesforce associate wants to retrieve a record for a business but only remembers a portion of the business name.

Using the fewest clicks, how should the associate search the account records for the desired business?
* The global Search box
* A list view of all accounts
* A report of all accounts

QUESTION 41

Get Cloudy Consulting (GCC) wants to ensure the Annual Revenue field is a positive amount and does not exceed $100.

What should GCC use to ensure to opportunities meet these standards?
* Validation Rules
* Assignment Rules
* Default Values
Explanation

Validation rules are what GCC should use to ensure that opportunities meet the standards for the Annual Revenue field. Validation rules are a type of metadata that define a condition and an error message to display when the condition is not met. Validation rules can be used to enforce data quality and integrity by preventing users from saving records that do not meet the specified criteria. For example, a validation rule could be set up on the Opportunity object to check that the Annual Revenue field is a positive amount and does not exceed

$100. Assignment rules are a type of metadata that define how records are assigned to users or queues based on certain criteria. Assignment rules can be used to automate business processes by distributing records to the appropriate owners or teams. For example, an assignment rule could be set up on the Lead object to assign leads to sales reps based on their territory. Default values are a type of metadata that define a value that is automatically populated in a field when a new record is created, unless the user enters a different value.

Default values can be used to save time and ensure data consistency by prefilling fields with common or expected values. For example, a default value could be set up on the Lead Source field to indicate the most frequent source of leads, such as Web or Phone.

QUESTION 42

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?
* Convert the Region field to a picklist field.
* Create a validation rule to enforce correct spelling.
* Email users a list of region names with correct spelling.
Explanation

Converting the Region field to a picklist field is the recommended action to ensure there is correct data for this field. A picklist field allows the user to select a value from a predefined list of values, which ensures data consistency and accuracy. For example, the Region field could have values such as North America, Europe, Asia, and so on. Creating a validation rule to enforce correct spelling would not work, because it would not prevent the field from being blank, and it would not account for different spellings or variations of the same region. Emailing users a list of region names with correct spelling would not work, because it would rely on the users to manually enter the correct values, which is prone to human error and inconsistency.

QUESTION 43

Get Cloudy Consulting gets 90°b 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 toTrade Show’.

What should help the sales reps when they create these lead records?
* Make an assignment rule named Trade Show’ to only assign leads to sales reps.
* Format a validation rule requiring the Lead Source field to equal Trade Show’.
* Change the default value of the Lead Source field from ‘Web’ to Trade Show’.

Explanation

Changing the default value of the Lead Source field from ‘Web’ to ‘Trade Show’ is the best way to help the sales reps when they create these lead records, as it will automatically populate the field with the correct value, and save them time and effort.

QUESTION 44

Get Cloudy Consulting (GCC) wants to integrate its financial system with its Salesforce environment. After searching the AppExchange and reviewing documentation for its financial system. GCC did not find anything.

What should be used to build this integration?
* Commerce Cloud
* MuleSoft
* Financial Services

QUESTION 45

A marketing manager wants to make the Reason Lost field required on the opportunity when he stage is changed to Closed Lost.

What should the salesforce associate do to enforce this requirement?
* Make the field required on the page layout.
* Create a validation rule on the Opportunity object.
* Make the field universally required.

Explanation

A validation rule on the Opportunity object is the best way to enforce the requirement that the Reason Lost field is required when the stage is changed to Closed Lost. A validation rule can specify a condition and an error message to display when the condition is not met. For example, the condition could be AND(ISPICKVAL(StageName, “Closed Lost”), ISBLANK(Reason_Lost__c)) and the error message could be “Please enter a reason for losing the opportunity.” Making the field required on the page layout or universally required would not work, because the field should only be required when the stage is changed to Closed Lost, not for other stages.

QUESTION 46

A Salesforce associate is working from a custom Contact list view and noticed key information is missing.

What should they do to add the missing information?
* Edit sharing settings
* Select Fields to Display
* Edit list filters
Explanation

The thing that they should do to add the missing information to the custom Contact list view is to select Fields to Display. Fields to Display is an option that allows the user to customize which columns appear in the list view, based on the fields that are associated with the object. The user can access the Fields to Display option by clicking on the List View Controls menu and then clicking on Select Fields to Display. There, they can add, remove, and reorder the fields that they want to see in the list view. Editing sharing settings or editing list filters are not the correct actions to add the missing information to the list view, because they affect the visibility and the criteria of the records, not the columns.

QUESTION 47

An online retail company uses Sales Cloud and Marketing Cloud. The company’s Salesforce associate needs help while working in Marketing Cloud and wants to hear other Salesforce professionals’ opinions. They would like to post a question that anyone around the globe who is familiar with Salesforce can answer.

Which resource should they use?
* Trailblazer Community
* Trailhead Academy
* Salesforce Help
Explanation

The Trailblazer Community is the resource that the Salesforce associate should use to post a question that anyone around the globe who is familiar with Salesforce can answer. The Trailblazer Community is an online platform where Salesforce users, partners, employees, and experts can connect, collaborate, and learn from each other. The Trailblazer Community allows the user to ask questions, join groups, share ideas, access resources, and earn badges. Trailhead Academy is a resource that provides training courses, certifications, and learning paths for Salesforce users who want to enhance their skills and knowledge. Salesforce Help is a resource that provides documentation, guides, videos, and support for Salesforce users who need assistance with using or troubleshooting Salesforce products and features.

QUESTION 48

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?
* Validation and Assignment Rules
* Profiles and Permission Sets
* Sharing Sets and Manual Sharing

QUESTION 49

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* Salesforce usernames must be unique across all Salesforce orgs and that one is already in use.
* Salesforce usernames must be formatted like an email address with.com at the end.
Explanation

The problem with creating the Astrogetdoudy.org username is that Salesforce usernames must be unique across all Salesforce orgs and that one is already in use. Salesforce usernames are global identifiers that allow users to log in to any Salesforce org or instance. Therefore, usernames cannot be duplicated or reused by different users

Salesforce-Associate Certification Exam is an excellent way for individuals to gain hands-on experience with Salesforce. Salesforce Certified Associate certification exam requires individuals to demonstrate their ability to perform tasks in a Salesforce environment. This hands-on experience is invaluable and will help individuals develop the skills they need to succeed in a Salesforce-related career.

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