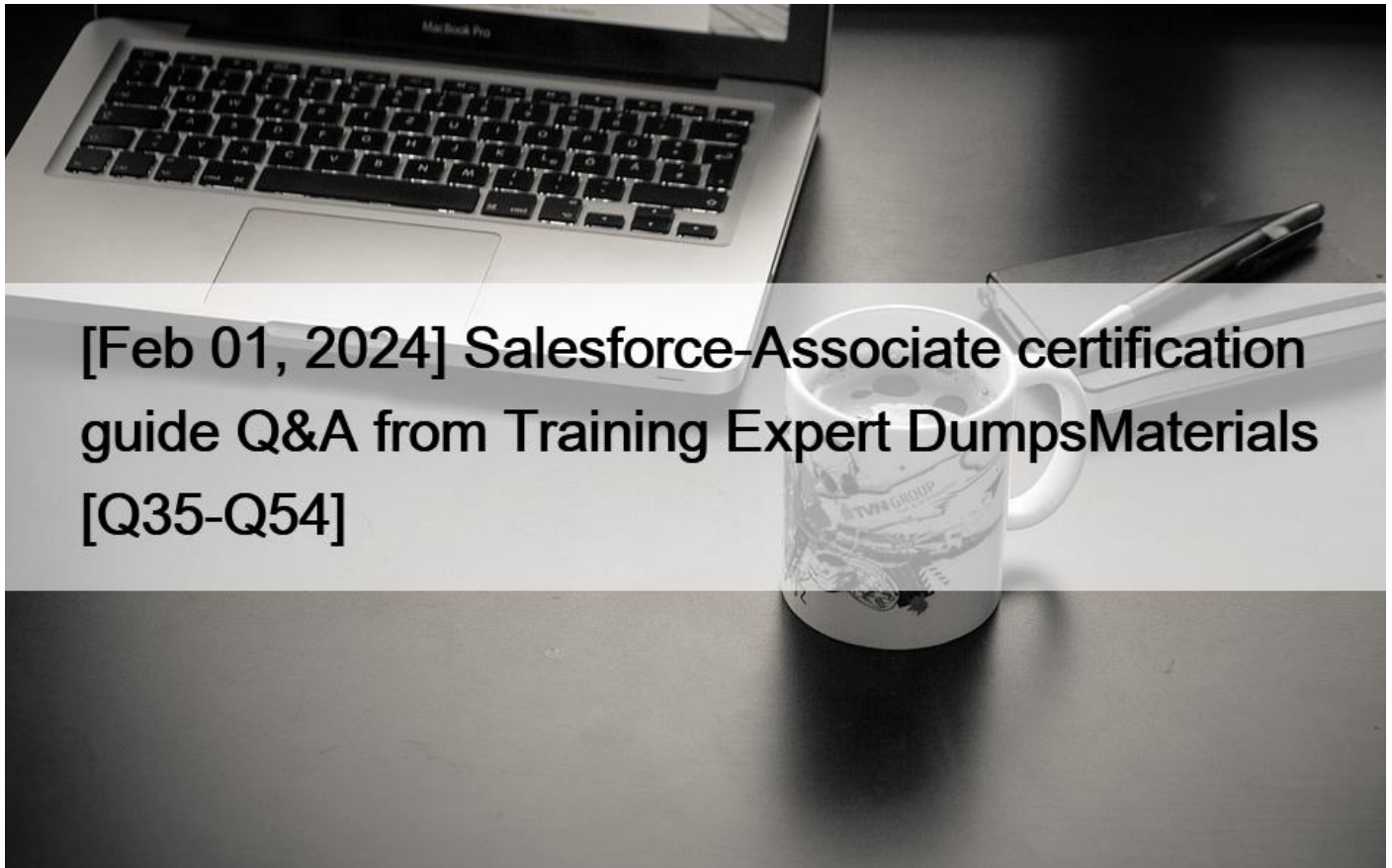


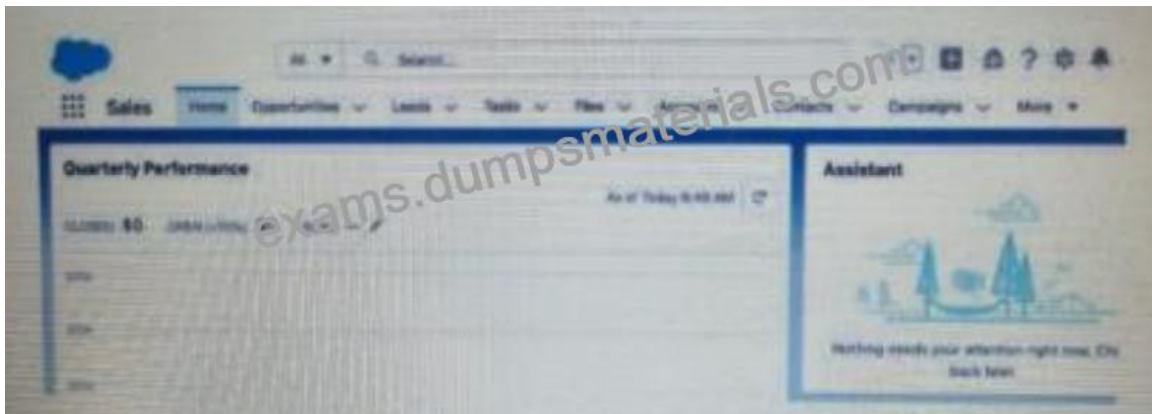
## [Feb 01, 2024 Salesforce-Associate certification guide Q&A from Training Expert DumpsMaterials [Q35-Q54]



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Salesforce-Associate Certification Overview Latest Salesforce-Associate PDF Dumps

Salesforce Certified Associate certification exam is an excellent way for professionals to demonstrate their expertise in using Salesforce applications. Salesforce Certified Associate certification can help individuals advance their careers and increase their earning potential. It can also help businesses identify qualified professionals who can help them leverage Salesforce applications to improve their sales processes and customer interactions.

**Q35.** A Salesforce associate is asked to add a new employee record to their client. Get Cloudy Consulting.



To which object should they add this record?

- \* Accounts
- \* Leads
- \* Contacts

**Q36.** Get Cloudy Consulting (GCC) is currently tracking forecasting and revenue data in a spreadsheet and wants migrate this data to Salesforce.

Which solution should GCC consider?

- \* Marketing Cloud
- \* CRM Analytics
- \* Sales Cloud

**Q37.** A Salesforce associate wants to learn more about an app to see if it would be a good fit for a business need, but they are not a system administrator.

Where can they learn more about the app?

- \* AppExchange
- \* Trailhead
- \* Global Search

**Q38.** A salesforce associate at get Cloudy Consulting has been asked to analyze Service Cloud data to determine how many individual have called in to the support center.

Which relationship on Case should the associate use?

- \* Owner
- \* Account
- \* Contact

**Q39.** 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

**Q40.** Which sharing type shares a single, common infrastructure and code base?

- \* Metadata
- \* Multitenant
- \* Trust

Explanation

Multitenant is the sharing type that shares a single, common infrastructure and code base. Multitenant means that multiple customers (tenants) share the same hardware, software, and infrastructure resources, but their data and configurations are isolated and secure. This allows Salesforce to deliver high performance, scalability, and availability to its customers.

**Q41.** Get Cloudy Consulting (GCC) wants to build one dashboard for Leads and Opportunities. GCC want the data to be displayed based on the logged-in user's security setting.

Which type of dashboard should this be?

- \* Static
- \* Dynamic
- \* Standard

Explanation

The type of dashboard that GCC should use to display data based on the logged-in user's security setting is a Dynamic dashboard. A Dynamic dashboard allows each user to see the dashboard data according to their own access level and permissions. For example, a sales manager can see the data for their entire team, while a sales rep can only see their own data. A Static dashboard is a type of dashboard that shows the same data to all users, regardless of their access level and permissions. A Standard dashboard is a type of dashboard that shows the data based on the security setting of the dashboard running user, which is a single user that is specified when the dashboard is created or edited.

**Q42.** Where can a new user set up an email signature in Salesforce?

- \* Personal Settings
- \* User Profile
- \* Email Setup

**Q43.** 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
- \* Group by active products > Filter to show opportunities this year > Sum the quantity

Explanation

The steps that the sales manager should follow to create a report that shows their top-selling product families by quantity are:

Group by product family > Filter to show only Closed Won opportunities > Sum the total number sold These steps will allow the sales manager to see how many products from each product family were sold in the closed opportunities, and compare the performance of different product families.

**Q44.** Where should field dependencies for an object be reviewed?

- \* Object Manager
- \* Profiles
- \* App Builder

**Q45.** A Salesforce associate wants to quickly create an org where they can learn, practice, and develop Salesforce skills.

Which type of org should they create from within Trailhead?

- \* Developer Edition
- \* Sandbox
- \* Playground

Explanation

The type of org that the associate should create from within Trailhead to quickly learn, practice, and develop Salesforce skills is a Playground. A Playground is a free, fully functional Salesforce org that you can use to test and explore the platform. You can create multiple Playgrounds from Trailhead and use them to complete hands-on challenges and projects. A Developer Edition is a type of org that you can create from the Salesforce website, not from Trailhead. A Sandbox is a type of org that you can create from a production org as a copy of it for testing and development purposes

**Q46.** Which Salesforce role should help companies increase campaign effectiveness, reengage inactive customers, and grow their customer base?

- \* Consultant
- \* Marketer
- \* Designer

Explanation

The marketer role is the role that should help companies increase campaign effectiveness, reengage inactive customers, and grow their customer base. A marketer is a person who plans, executes, and analyzes marketing strategies and campaigns to promote a product, service, or brand. A marketer uses tools such as Marketing Cloud, Pardot, and Social Studio to create and manage personalized marketing campaigns across multiple channels, such as email, social media, web, and mobile. A marketer also uses tools such as Audience Studio, Datorama, and Tableau to segment, target, and measure the impact of marketing campaigns. A consultant is a person who provides expert advice and guidance to clients on how to use Salesforce products and solutions to achieve their business goals. A consultant uses tools such as Service Cloud, Field Service, and MuleSoft to help clients improve their customer service, field operations, and data integration. A designer is a person who creates and develops the visual and interactive elements of digital experiences, such as websites, portals, and mobile apps. A designer uses tools such as Experience Cloud, Heroku, and Lightning Web Components to design and build engaging and responsive digital experiences for customers, partners, and employees.

**Q47.** What should the account owner at Get Cloudy Consulting use to learn the sum of the amount for each opportunity?

- \* The Opportunity related list
- \* A custom report type
- \* A Roll-Up Summary field

**Q48.** A college wants to incorporate Salesforce into its admissions program using Program Enrollment and Course Connections.

Which Salesforce cloud provides these features as standard offerings?

- \* Experience Cloud
- \* Education Cloud
- \* Marketing Cloud

Explanation

The Education Cloud is the cloud that provides Program Enrollment and Course Connections as standard offerings. The Education Cloud is a set of products and solutions designed specifically for educational institutions, such as schools, colleges, and universities. The Education Cloud includes the Education Data Architecture (EDA), which is a managed package that adds pre-built objects, fields, workflows, and reports to the standard Salesforce platform. Program Enrollment and Course Connections are two features of EDA that allow the user to manage the enrollment and connection of students to academic programs and courses. The Experience Cloud is a cloud that allows the creation of digital experiences, such as websites, portals, and mobile apps, for customers, partners,

and employees. The Marketing Cloud is a cloud that provides tools for creating and managing personalized marketing campaigns across multiple channels, such as email, social media, web, and mobile.

**Q49.** 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?

- \* Create an Opportunity Summary report.
- \* Create an Opportunity List View.
- \* Create an Opportunities Kanban View.

**Q50.** A Salesforce standard profile end user is looking for specific information on an Opportunity record page. They are overwhelmed by the required scrolling to see the page.

What should the user do to simplify the page to see only what they want?

- \* Collapse detail sections.
- \* Remove activities.
- \* Change page layout assignment.

Explanation

Collapsing detail sections is a way to simplify the page to see only what the user wants, as it will hide the fields in that section and reduce the scrolling.

**Q51.** Get Cloudy Consulting (GCC) wants to simplify its sales teams Account Record page with the following recommendations:

- \* Adding tabs
- \* Hiding components
- \* Making fields conditionally visible

Where should GCC's Salesforce associate go to draft these changes for review?

- \* Record Types
- \* Page Layouts
- \* Lightning App Builder

**Q52.** What is the maximum number of rows a report will display?

- \* 5,000
- \* 3,000
- \* 2,000

**Q53.** How should a Salesforce associate ensure a dashboard has the most current data?

- \* By refreshing the browser
- \* By clicking refresh
- \* By opening the dashboard

Explanation

To ensure a dashboard has the most current data, you need to click refresh on the dashboard page. Refreshing the browser or opening the dashboard will not update the data in the dashboard components<sup>3</sup>. You can also schedule a dashboard to refresh automatically at regular intervals

**Q54.** Two users in the same opportunity record are seeing different fields.

What is the reason for this?

- \* The missing fields are marked as hidden in Object Manager.
- \* The users are assigned different profiles and page layouts.
- \* The users have been configured with different Locales.

Explanation

The users are assigned different profiles and page layouts, which determine the fields they can see and edit on the opportunity record.

Salesforce-Associate Certification Exam is a multiple-choice exam that consists of 60 questions. Candidates are given 105 minutes to complete the exam, and they must score at least 68% to pass. Salesforce-Associate exam is available in multiple languages, including English, French, German, Japanese, and Spanish. Upon passing the exam, candidates are awarded the Salesforce-Associate Certification, which demonstrates their proficiency in the foundational concepts of Salesforce. Salesforce Certified Associate certification can help professionals stand out in the job market and open up new career opportunities.

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