

SALESFORCE-ASSOCIATE^{Q&As}

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QUESTION 1

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

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

QUESTION 3

An employee at Get Consulting recently changed their name and received a new username. Where should these changes be updated?

- A. Contact Record page
- B. User Record page from Setup
- C. User profile page

Correct Answer: B

QUESTION 4

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 5

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?

- A. Edit sharing settings
- B. Select Fields to Display
- C. Edit list filters

Correct Answer: B

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