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Salesforce Certified Platform Foundations Sample Questions (Q94-Q99):

NEW QUESTION # 94

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. Trailhead Academy**
- C. Salesforce Help

Answer: B

Explanation:

Trailhead Academy is the resource that provides virtual and in-person learning that should help the in-house IT administration team of Get Cloudy Consulting accelerate their Salesforce knowledge. Trailhead Academy offers instructor-led training workshops, certification preparation courses, and custom learning programs for various Salesforce roles and products

NEW QUESTION # 95

Get Cloudy Consulting wants to implement Salesforce within its sales and service divisions, and automate several processes that involve both.

Which approach should they explore first?

- A. Programmatic
- **B. Declarative**
- C. Third-party consulting services

Answer: B

Explanation:

Declarative tools in Salesforce allow for process automation without the need for code. These tools, such as Process Builder, Flow Builder, and Approval Processes, enable users to configure automation that spans multiple divisions like sales and service. This approach is user-friendly, cost-effective, and faster to implement compared to programmatic solutions.

* B. Programmatic: Programmatic approaches (e.g., Apex code) should be used when declarative tools cannot meet specific complex requirements.

* C. Third-party consulting services: While consulting services may assist with implementation, exploring Salesforce's native tools should be the first approach.

References from Salesforce Documentation:

* Declarative vs. Programmatic Development

* Process Automation Overview

NEW QUESTION # 96

When a sales rep needs to give an additional discount for an opportunity, a manager needs to review and authorize the discount request.

What should be used to lock the record before a decision is made?

- A. validation rule
- B. Page layout
- **C. Approval process**

Answer: C

Explanation:

An approval process is a workflow that defines the steps and criteria for approving a record. It can be used to lock the record before a decision is made, and send email alerts and tasks to the approvers.

NEW QUESTION # 97

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. Salesforce Interest Groups
- B. Trailblazer Connect
- **C. Trailblazer Community Groups**

Answer: C

Explanation:

Trailblazer Community Groups are the Salesforce resource that allows associates to network and collaborate with others based on role and location. Trailblazer Community Groups are local or virtual gatherings of Salesforce enthusiasts who share best practices, learn new skills, and support each other. There are different types of groups for different interests, such as admins, developers, marketers, women in tech, and more.

NEW QUESTION # 98

A sales manager requests a report that shows total opportunity amounts grouped by:

- * Small opportunities - Amount is less than \$50,000.
- * Medium opportunities - Amount is between \$50,000 and 5100,000.
- * Large opportunities - Amount is more than \$100,000.

How should the Salesforce associate create a field to show the amount as described above?

- A. Create a formula field off of Amount.
- B. Create a custom field in Setup.
- C. Create a bucket field off of Amount,

Answer: C

Explanation:

The best way to create a field that shows the amount as described in the question is to use a bucket field off of Amount. A bucket field lets you group report values into categories without creating a formula or a custom field. You can create a bucket field for any numeric, picklist, or text field in a report.

NEW QUESTION # 99

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