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Salesforce Certified Platform Foundations Sample Questions (Q69-Q74):

NEW QUESTION # 69
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. Builder

- B. End User
- C. Developer

Answer: B

Explanation:
The role of each new team member will be end user, which means they will use the Salesforce application to perform their daily tasks, such as creating and updating records, running reports, and collaborating with others.

NEW QUESTION # 70
Get Cloudy Consulting (GCC) will show its data on a dashboard where the data is visualized within a range.
Which dashboard component type should GCC use?

- A. Gauge
- B. Chart
- C. Metric

Answer: A

Explanation:
A gauge is a dashboard component type that shows a single value within a range of custom values. A gauge is useful for showing whether a metric, such as revenue or customer satisfaction, is within a desired range. For example, a gauge could show the current revenue as a needle pointing to a green, yellow, or red zone, indicating whether the revenue is above, below, or on target. A metric is a dashboard component type that shows a single value, such as the total number of accounts or the average deal size. A metric does not show a range of values. A chart is a dashboard component type that shows data in a graphical format, such as a pie chart, a bar chart, or a line chart. A chart is useful for showing the distribution or trend of data, but not a single value within a range.

NEW QUESTION # 71
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 mobbing to the Salesforce Platform?

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

Answer: B

Explanation:
The most benefit that GCC would get by moving to the Salesforce Platform is that it provides a complete view of a company's customers on one unified platform. This means that GCC can access and manage all the data and processes related to its marketing, sales, commerce, service, and IT departments from one place, without having to switch between different systems or platforms. This also enables GCC to have a 360-degree view of its customers, which helps it deliver personalized and consistent experiences across all touchpoints.

NEW QUESTION # 72
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?

- A. Add Get Cloudy Consulting to the Parent Account field
- B. Select New on the child accounts related list.
- C. View account hierarchy and select Add Child Account.

Answer: A

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.

NEW QUESTION # 73
Get Cloudy Consulting gets 90% of its leads 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 approach would improve data integrity for the Lead Source field'

- A. Set the default value of the Lead Source field to Trade Show'.
- B. Make an assignment rule named Trade Show' to only assign leads to sales reps.
- C. Create a validation rule requiring the Lead Source field to equal Trade Show'.

Answer: A

Explanation:
Setting the default value of the Lead Source field to Trade Show' is the best approach to improve data integrity for the Lead Source field. A default value is a value that is automatically populated in a field when a new record is created, unless the user enters a different value. Setting the default value to Trade Show' would save the sales reps time and ensure that most of the leads have the correct value for the Lead Source field.
Creating a validation rule requiring the Lead Source field to equal Trade Show' would not work, because it would prevent the user from entering any other value, such as Web, Phone, or Referral, which may not be accurate for all leads. Making an assignment rule named Trade Show' to only assign leads to sales reps would not work, because it would not affect the Lead Source field, and it would not allow the user to assign leads based on other criteria, such as territory, industry, or product.

NEW QUESTION # 74
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