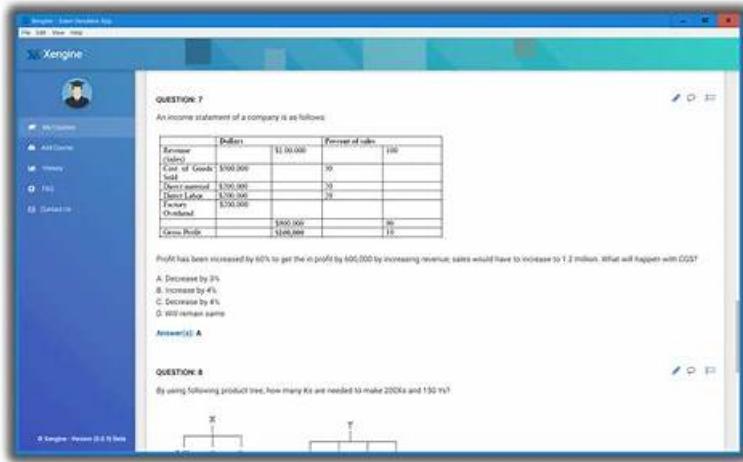


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## Salesforce Certified Platform Foundations Sample Questions (Q58-Q63):

### NEW QUESTION # 58

An organization wants to implement Salesforce into its business model. The requirements include:

- \* Operations management
- \* Program management
- \* Grantmaking
- \* Fundraising
- \* Marketing
- \* Engagement

Which cloud is preconfigured to handle all of these requirements?

- A. Nonprofit
- B. Experience
- C. Analytics

**Answer: A**

Explanation:

The Nonprofit Cloud is the cloud that is preconfigured to handle all of the requirements listed. The Nonprofit Cloud is a set of products and solutions designed specifically for nonprofit organizations, such as operations management, program management, grantmaking, fundraising, marketing, and engagement. The Nonprofit Cloud includes the Nonprofit Success Pack (NPSP), which is a managed package that adds pre-built objects, fields, workflows, and reports to the standard Salesforce platform. The Analytics Cloud is a cloud that provides business intelligence and data visualization tools, such as Einstein Analytics and Tableau. 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.

**NEW QUESTION # 59**

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?

- A. Page Layout
- B. Account Record page
- C. Case Record page

**Answer: A**

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.

**NEW QUESTION # 60**

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

**Answer: B**

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.

**NEW QUESTION # 61**

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. Third-party consulting services
- C. Declarative

**Answer: C**

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 # 62

A Salesforce user at Get Cloudy Consulting informs the company's Salesforce associate they have moved to another department in the organization and no longer need access to Salesforce.

How should the associate change the user's access?

- A. Delete the user to free up the Salesforce license.
- B. Do nothing; the user may need to access Salesforce in the future.
- C. **Deactivate the user to free up the Salesforce license.**

**Answer: C**

Explanation:

Deactivating the user is the best way to change the user's access and free up the Salesforce license.

Deactivating a user prevents the user from logging in to Salesforce and removes the user from any assigned permission sets, queues, and groups. However, the user's record and related data are still preserved and can be reactivated if needed. Deleting the user would also free up the license, but it would also delete the user's record and related data, which may not be desirable. Doing nothing would not change the user's access or free up the license, and it would pose a security risk if the user still has the login credentials.

## NEW QUESTION # 63

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