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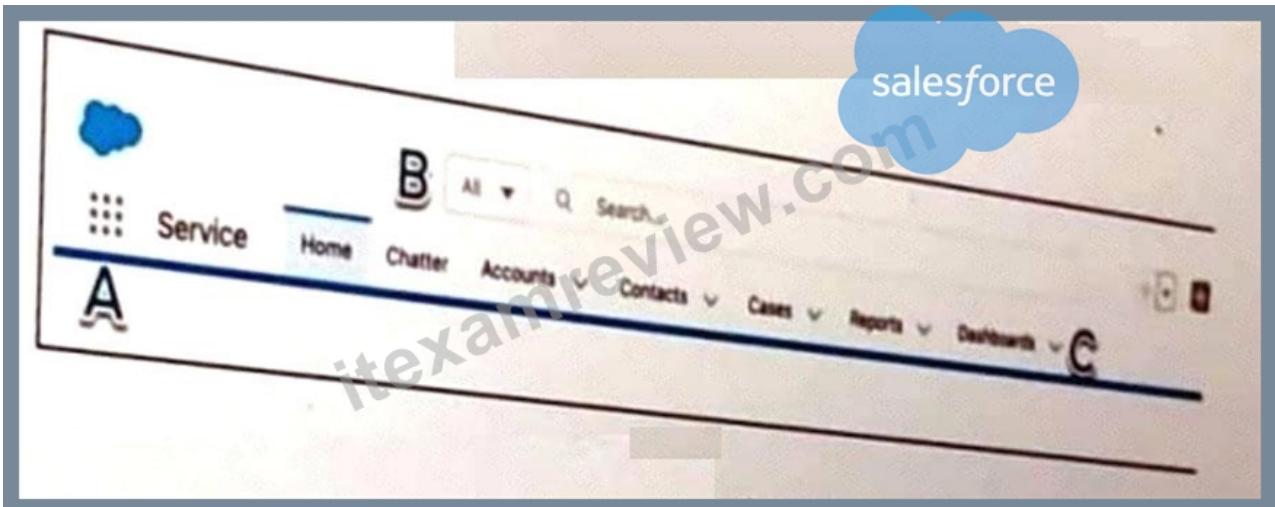
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Salesforce Certified Associate Sample Questions (Q68-Q73):

NEW QUESTION # 68

Refer to the screenshot that shows the top portion of the Salesforce Service app with areas labeled A, B, and C.



Get Cloudy Consulting (GCC) offers sales and services consoles to meet the various needs of its end users? Where should GCC's end users go to change to the Sales Console.

- A. Search bar (Label b)
- B. App Launcher icon (Label A)
- C. A dropdown in the navigation bar (Label C)

Answer: B

Explanation:

Explanation

The place where GCC's end users should go to change to the Sales Console is the App Launcher icon (Label A). The App Launcher is a menu that allows users to access all the apps and items in their Salesforce org. The Sales Console is one of the apps that can be found in the App Launcher. The user can search for "Sales Console" in the App Launcher and select it to switch to the Sales Console app. The Sales Console is a standard Salesforce Lightning console app that meets all the sales needs. The Search bar (Label B) is a feature that allows users to find records and other items in their Salesforce org, but it does not search for apps outside their org. The dropdown in the navigation bar (Label C) is a menu that allows users to switch between different tabs and items within the current app, but it does not show other apps.

NEW QUESTION # 69

Get Cloudy Consulting (GCC) has a Contact that works at two different Accounts.

How should GCC relate this Contact to two Accounts?

- A. Use Contacts to multiple Accounts
- B. Merge the two Account records
- C. Create two contact records

Answer: A

NEW QUESTION # 70

A Salesforce associate tries to create a new user in a sandbox using Astrogetdoudy.org as the username and it fails.

What is the problem with creating the Astro3getcloudy.org' username?

- A. Salesforce usernames must be formatted like an email address with .com at the end.
- B. Salesforce usernames must include the user's full name and be formatted like an email address.
- C. Salesforce usernames must be unique across all Salesforce orgs and that one is already in use.

Answer: C

Explanation:

Explanation

The problem with creating the Astrogetdoudy.org username is that Salesforce usernames must be unique across all Salesforce orgs and that one is already in use. Salesforce usernames are global identifiers that allow users to log in to any Salesforce org or instance.

Therefore, usernames cannot be duplicated or reused by different users

NEW QUESTION # 71

Where should field dependencies for an object be reviewed?

- A. App Builder
- **B. Object Manager**
- C. Profiles

Answer: B

NEW QUESTION # 72

To which Team should a Salesforce associate be added to gain access to an Account and its related opportunities?

- A. Opportunity Team
- B. Lead Team
- **C. Account Team**

Answer: C

Explanation:

The account team is the team that a Salesforce associate should be added to gain access to an account and its related opportunities. The account team is a feature that allows the user to share an account and its related records, such as contacts, opportunities, and cases, with other users who play a role in the account. The account team can include different team members with different roles and access levels. For example, the account team could include a sales rep, a sales manager, a product specialist, and a customer service agent.

The opportunity team is a feature that allows the user to share an opportunity and its related records, such as products, quotes, and activities, with other users who work on the opportunity. The opportunity team does not grant access to the account or its other related records, such as contacts or cases. The lead team is a feature that allows the user to share a lead and its related records, such as tasks, events, and notes, with other users who work on the lead. The lead team does not grant access to the account or its related records, such as contacts or opportunities.

NEW QUESTION # 73

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