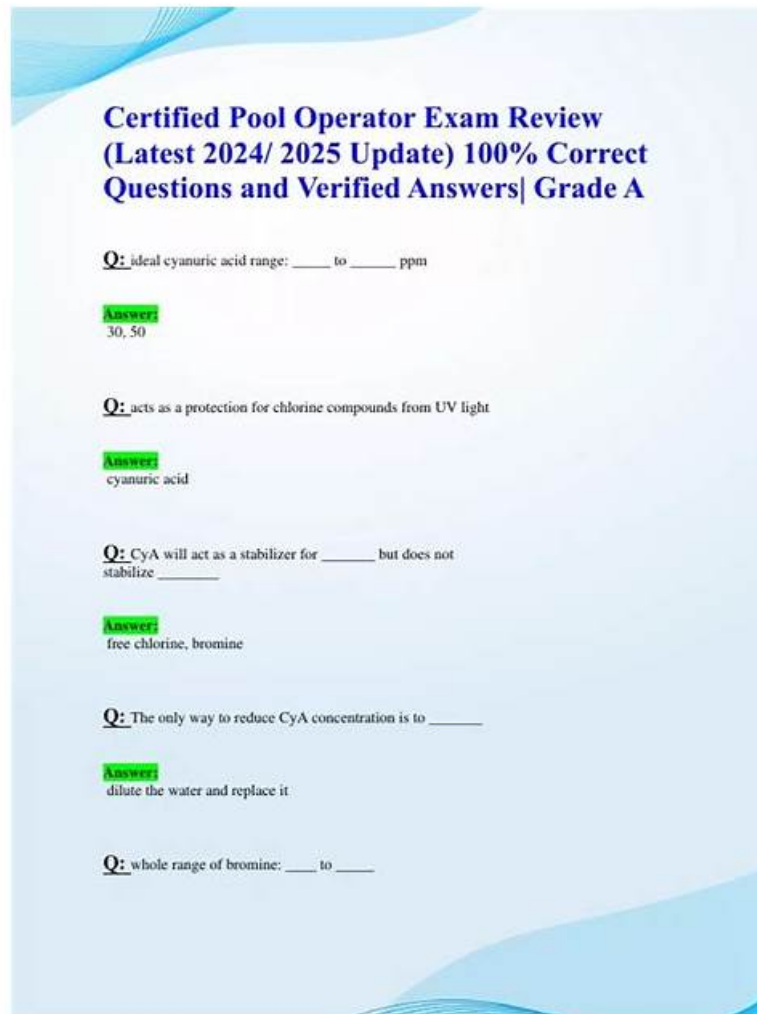


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Salesforce Certified Platform Foundations Sample Questions (Q101-Q106):

NEW QUESTION # 101

A sales manager at Get Cloudy Consulting wants a report that shows their top-selling product families by quantity.

- A. Group by active products > Filter to show opportunities this year > Sum the quantity
- **B. Group by opportunity stage > Filter by product family > Sum the total number sold**
- C. Group by product family > Filter to show only Closed Won opportunities > Sum the total number sold

Answer: B

Explanation:

The steps that the sales manager should follow to create a report that shows their top-selling product families by quantity are:

* Group by product family > Filter to show only Closed Won opportunities > Sum the total number sold These steps will allow the sales manager to see how many products from each product family were sold in the closed opportunities, and compare the performance of different product families.

NEW QUESTION # 102

Get Cloudy Consulting plans to implement Agentforce to enhance their sales team's efficiency.

Which activity does Agentforce support?

- **A. Prioritizing sales activities based on lead conversion likelihood**
- B. Automating emails to leads at pre-defined times
- C. Scheduling meetings with leads

Answer: A

Explanation:

Agentforce, part of Salesforce's Sales Cloud, utilizes Einstein AI and predictive analytics to enhance the efficiency of sales teams.

Key capabilities of Agentforce include:

* Lead Scoring: Using AI to assign scores based on the likelihood of conversion, allowing sales teams to prioritize activities.

* Opportunity Insights: Providing actionable recommendations based on historical and predictive data.

* Next Best Action: Offering suggestions to engage leads effectively.

* A. Scheduling meetings with leads: This functionality may involve Salesforce Calendar or integrated scheduling tools, not directly Agentforce.

* C. Automating emails to leads at pre-defined times: This is a feature of Salesforce Pardot or Marketing Cloud, not Agentforce.

References from Salesforce Documentation:

* Salesforce Sales Cloud Overview

* Einstein Lead Scoring

* Salesforce Associate Exam Guide

NEW QUESTION # 103

Get Cloudy Consulting requires a value in the Status field every time a record is created or edited.

What should they do to enforce this?

- A. Make the field required in organization-wide defaults.
- **B. Make the field required in Object Manager.**
- C. Make the field required with a validation rule.

Answer: B

Explanation:

Making the field required in Object Manager is the simplest way to enforce that a value is entered every time a record is created or edited.

NEW QUESTION # 104

A Salesforce associate wants to refresh a report and email it to an executive team each week. Which functionality of Salesforce Reports should the associate use?

- **A. Subscriptions**
- B. Refresh
- C. Notifications

Answer: A

Explanation:

The functionality of Salesforce Reports that the associate should use to refresh a report and email it to an executive team each week is subscriptions. Subscriptions let you schedule reports to run at regular intervals and send notifications to you or other recipients by email or Chatter5. You can also set conditions for when the notifications are sent, such as when the report returns no results or the results change.

NEW QUESTION # 105

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. End User**
- B. Developer
- C. Builder

Answer: A

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 # 106

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