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Salesforce Certified Platform Foundations Sample Questions (Q120-Q125):

NEW QUESTION # 120
A Salesforce associate is asked to add a new employee record to their client. Get Cloudy Consulting.
To which object should they add this record?

- A. Accounts
- B. Leads
- C. Contacts

Answer: C

Explanation:
The Contact object is where the associate should add the new employee record. The Contact object is used to store information about individuals who are associated with an account, such as name, phone, email, title, and role. The Contact object has a lookup relationship with the Account object, which allows the user to select an account that the contact is related to. The Accounts object is used to store information about companies or organizations that are customers, partners, or competitors. The Accounts object does not store information about individual employees. The Leads object is used to store information about potential customers who have shown interest in a product or service, but have not yet been qualified. The Leads object does not store information about existing employees.

NEW QUESTION # 121
A sales rep at Get Cloudy Consulting asks the new Salesforce associate to give them a report showing all the active accounts for the sales rep's territory.
Where should the associate go to create a new report for Accounts?

- A. Accounts tab
- B. Reports tab
- C. Setup

Answer: B

Explanation:
The Reports tab is where the associate should go to create a new report for Accounts. The Reports tab allows the user to create, view, edit, and run reports in Salesforce. The user can select a report type, such as Accounts, Accounts with Contacts, or Accounts with Opportunities, and then add filters, groupings, charts, and other features to customize the report. The Setup menu is where the user can configure the settings and customization of Salesforce, such as creating objects, fields, workflows, and security settings. The Accounts tab is where the user can view, create, edit, and delete account records in Salesforce.

NEW QUESTION # 122
A salesforce associate is excited to find they can combine the challenge of learning new skills with the chance of winning prizes?

- A. Ranks
- B. Quests
- C. Super badges

Answer: A

Explanation:
The Salesforce feature that allows an associate to combine the challenge of learning new skills with the chance of winning prizes is Ranks. Ranks are a way to measure your progress and compare it with other learners on Trailhead. You can earn ranks by completing modules, projects, superbadges, and trails. Each rank has a minimum number of points and badges required to achieve it. You can also win prizes by participating in quests, which are time-limited challenges that reward you with swag, certifications, or other goodies1. Superbadges are not a feature that offers prizes, but they are a way to showcase your advanced skills and earn real-world scenario credentials2

NEW QUESTION # 123
How can a user see only contacts from a specific city on the 'New This Week" list view without changing what other users see?

- A. Clone the list view with a new name, and filter by the specific c
- B. Build a private report for contacts that is filtered by the specific city.
- C. Change the permissions so they can only see records from the specific city.

Answer: A

Explanation:
The user can clone the list view with a new name, and filter by the specific city to see only contacts from that city on the list view. This will not affect what other users see on the original list view.

NEW QUESTION # 124

Refer to the screenshot that shows the Home page.

A Salesforce associate wants to reorder items in their instance so the Reports tab appears immediately after Home.
What should the associate do to customize the items on the navigation bar?

- A. Click the Setup gear icon at the top right of the page, then select User Interface and then Tabs.
- B. Select the personalization button (pencil icon), then click and drag the item name up or down to adjust its location.
- C. Use the downward arrow next to each item name, then select Move to move the item left or right.

Answer: B

Explanation:
Selecting the personalization button (pencil icon), then clicking and dragging the item name up or down to adjust its location is the correct way to customize the items on the navigation bar, as shown in the screenshot.

NEW QUESTION # 125

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