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

NEW QUESTION # 120

Get Cloudy Consulting (GCC) wants to migrate to Salesforce as its business continues to grow. GCC's needs include: Communicating available products and services to its prospective customers Improving its sales pipeline forecast and management quarterly revenue goals Offering support to customers through its website, consider for implementation?

- A. Sales, Service, and Marketing
- B. Commerce, Service, and Marketing
- C. Service, Experience, and Marketing

Answer: A

Explanation:
The Salesforce products that best suit GCC's needs are Sales Cloud, Service Cloud, and Marketing Cloud. Sales Cloud helps GCC communicate its products and services to its prospective customers, improve its sales pipeline forecast and management, and achieve its quarterly revenue goals6. Service Cloud helps GCC offer support to customers through its website, phone, email, chat, and social media channels7. Marketing Cloud helps GCC create personalized customer journeys across email, mobile, social, web, and more

NEW QUESTION # 121
A Salesforce associate wants to filter a Lead report by a secondary industry field.
Who would the associate typically work with to get a new field added in their Salesforce org?

- A. Salesforce Technical Architect
- B. Salesforce Administrator
- C. Salesforce Developer

Answer: B

Explanation:
The person that the associate would typically work with to get a new field added in their Salesforce org is a Salesforce Administrator. A Salesforce Administrator is someone who configures and manages the Salesforce platform for their organization. They can create and customize objects, fields, layouts, reports, dashboards, and other features to meet the specific needs of their users

NEW QUESTION # 122
What should be considered before changing the field type of a custom field?

- A. The field is a required field that cannot be changed.
- B. There is possible data loss when changing the field type.
- C. The field type can be changed for all custom field.

Answer: B

Explanation:
Changing the field type of a custom field may result in data loss if the new field type is incompatible with the existing data. For example, changing a text field to a number field may cause the loss of alphanumeric values.
The field type can be changed for most custom fields, but not all. For example, changing a master-detail field to a lookup field is not allowed. The field being a required field does not affect the ability to change the field type.

NEW QUESTION # 123
Where should field dependencies for an object be reviewed?

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

Answer: B

Explanation:

The Object Manager is where field dependencies for an object can be reviewed. The Object Manager allows the user to view and manage the metadata of standard and custom objects in Salesforce, such as fields, page layouts, record types, buttons, and actions. Field dependencies are a type of metadata that define the relationship between a controlling field and a dependent field. For example, a field dependency could be set up so that the values available in a picklist field called Region depend on the value selected in another picklist field called Country. Profiles are used to define the baseline access and permissions for users based on their license type and job function. App Builder is a tool that allows the user to create and customize apps and pages in Salesforce using drag-and-drop components.

NEW QUESTION # 124

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. Developer
- B. Builder
- C. End User

Answer: C

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 # 125

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