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Salesforce Certified Platform Foundations Sample Questions (Q98-Q103):

NEW QUESTION # 98

Get Cloudy Consulting (GCC) wants to ensure the Annual Revenue field is a positive amount and does not exceed \$100. What should GCC use to ensure opportunities meet these standards?

- A. Default Values
- B. Validation Rules
- C. Assignment Rules

Answer: B

Explanation:

Validation rules are what GCC should use to ensure that opportunities meet the standards for the Annual Revenue field. Validation rules are a type of metadata that define a condition and an error message to display when the condition is not met. Validation rules can be used to enforce data quality and integrity by preventing users from saving records that do not meet the specified criteria. For example, a validation rule could be set up on the Opportunity object to check that the Annual Revenue field is a positive amount and does not exceed

\$100. Assignment rules are a type of metadata that define how records are assigned to users or queues based on certain criteria. Assignment rules can be used to automate business processes by distributing records to the appropriate owners or teams. For example, an assignment rule could be set up on the Lead object to assign leads to sales reps based on their territory. Default values are a type of metadata that define a value that is automatically populated in a field when a new record is created, unless the user enters a different value.

Default values can be used to save time and ensure data consistency by prefilling fields with common or expected values. For example, a default value could be set up on the Lead Source field to indicate the most frequent source of leads, such as Web or Phone.

NEW QUESTION # 99

An online retail company uses Sales Cloud and Marketing Cloud. The company's Salesforce associate needs help while working in Marketing Cloud and wants to hear other Salesforce professionals' opinions. They would like to post a question that anyone around the globe who is familiar with Salesforce can answer.

Which resource should they use?

- A. Trailhead Academy
- **B. Trailblazer Community**
- C. Salesforce Help

Answer: B

Explanation:

The Trailblazer Community is the resource that the Salesforce associate should use to post a question that anyone around the globe who is familiar with Salesforce can answer. The Trailblazer Community is an online platform where Salesforce users, partners, employees, and experts can connect, collaborate, and learn from each other. The Trailblazer Community allows the user to ask questions, join groups, share ideas, access resources, and earn badges. Trailhead Academy is a resource that provides training courses, certifications, and learning paths for Salesforce users who want to enhance their skills and knowledge. Salesforce Help is a resource that provides documentation, guides, videos, and support for Salesforce users who need assistance with using or troubleshooting Salesforce products and features.

NEW QUESTION # 100

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 with a validation rule.
- **C. Make the field required in Object Manager.**

Answer: C

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 # 101

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. Account Record page
- **B. Page Layout**

- C. Case Record page

Answer: B

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 # 102

An employee at Get Cloudy Consulting recently changed their name. They received a new email address Where should these changes be updated?

- A. Contact Record page
- **B. User Record page from Setup**
- C. User Profile page

Answer: B

Explanation:

The place where the employee should update their name and email address changes is the User Record page from Setup. The User Record page is where the employee can view and edit their personal information, such as name, email, username, alias, and profile. The employee can access the User Record page by clicking on their profile icon and then clicking Settings. Then, they can click on Personal Information under My Personal Information and edit their name and email address. The User Profile page is where the employee can view and edit their profile picture, about me, title, and contact information, but not their name and email address. The Contact Record page is where the employee can view and edit their contact details, such as phone, address, and social media accounts, but not their name and email address.

NEW QUESTION # 103

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