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

NEW QUESTION # 101
Which action(s) must be taken for Salesforce updates?

- A. Updates need to be downloaded with each release
- B. Updates require purchasing an updated license.
- C. Updates are automatic; nothing needs to be downloaded or installed.

Answer: C

Explanation:

Updates are automatic; nothing needs to be downloaded or installed is the correct action for Salesforce updates. Salesforce updates are a feature that allows the user to benefit from the latest features and functionality of the Salesforce platform without any hassle or interruption. Salesforce updates are delivered automatically to all orgs three times a year, in spring, summer, and winter. The user does not need to download or install anything to receive the updates, and the user's data and customization are preserved and compatible with the updates. Updates do not require purchasing an updated license, because the user's existing license covers the updates. Updates do not need to be downloaded with each release, because the updates are applied automatically to the user's org.

NEW QUESTION # 102
Get Cloudy Consulting is rolling out Salesforce to its organization.
What should be used to allow additional field-level access to individual employees based on the their job duties?

- A. Individual profiles
- B. Permission sets
- C. Role Hierarchy

Answer: B

Explanation:
Permission sets are what should be used to allow additional field-level access to individual employees based on their job duties. Permission sets are a type of metadata that grant additional access and permissions to users based on their functional or departmental needs. Permission sets can include field-level security settings that allow read or edit access to specific fields on an object. Permission sets can be assigned to multiple users, regardless of their profile. Individual profiles are a type of metadata that define the baseline access and permissions for users based on their license type and job function. Profiles include field-level security settings that allow read or edit access to fields on an object. Profiles cannot be assigned to individual users, but to a group of users who share the same license and job function. Role hierarchy is a type of metadata that define the level of access and visibility of records for users based on their position in the organization. Role hierarchy allows users to access records owned by or shared with users below them in the hierarchy. Role hierarchy does not affect field-level access, but record-level access.

NEW QUESTION # 103
When a sales rep needs to give an additional discount for an opportunity, a manager needs to review and authorize the discount request.
What should be used to lock the record before a decision is made?

- A. Approval process
- B. validation rule
- C. Page layout

Answer: A

Explanation:
An approval process is a workflow that defines the steps and criteria for approving a record. It can be used to lock the record before a decision is made, and send email alerts and tasks to the approvers.

NEW QUESTION # 104
What format is available for a Salesforce report export?

- A. Portable Document Framework format .pdf
- B. Excel format .xIxs
- C. Word format .docx

Answer: A

Explanation:
Salesforce reports can be exported in several formats, primarily:
* CSV (Comma Separated Values) for data manipulation in spreadsheet applications like Excel.
* Excel Format (.xlsx) for detailed data analysis.
* PDF (Portable Document Format) for easily shareable and printable reports.
However, Word format (.docx) is not supported for exporting reports. Similarly, Excel format is .xlsx, not .

xIxs (a typo). Thus, among the options provided, only PDF is accurate for export formats supported natively by Salesforce.
References from Salesforce Documentation:
* Export Salesforce Reports
* Salesforce Report Export Formats

NEW QUESTION # 105
A Salesforce associate is asked to review all the objects within their company's instance. They also need to identify which are custom objects.
Where should the associate go to see this information?

- A. Object Manager
- B. App Launcher
- C. Global Search

Answer: B

Explanation:
The Object Manager is where the associate should go to see the information about all the objects within their company's instance and identify which are custom objects. 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. The Object Manager can be accessed by clicking the Setup icon in the header, then clicking Object Manager. The custom objects are indicated by a blue icon with a white asterisk, while the standard objects are indicated by a gray icon with a white letter. The App Launcher is where the user can access all the apps and objects in Salesforce, such as Sales, Service, Marketing, and so on. The App Launcher does not show the information about the objects, such as fields, page layouts, or record types. The Global Search is where the user can search for records across multiple objects and fields using keywords or phrases.
The Global Search does not show the information about the objects, but only the records that match the search criteria.

NEW QUESTION # 106
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