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

NEW QUESTION # 101

A manager can see all of the records owned by their team, but not records owned by other teams.
How is access to the records being controlled?

- A. Permission Sets
- B. Profiles
- C. Role Hierarchy

Answer: C

Explanation:

The role hierarchy is a way of controlling access to records based on the user's position in the organization. A user can see all of the records owned by themselves and the users below them in the hierarchy, but not records owned by users above them or in a different branch.

NEW QUESTION # 102

Where can a new user set up an email signature in Salesforce?

- A. Personal Settings
- **B. Email Setup**
- C. User Profile

Answer: B

Explanation:

The place where the new user can set up an email signature in Salesforce is the Personal Settings. The Personal Settings are where the user can customize their preferences, such as language, locale, time zone, display, security, and email. The user can access the Personal Settings by clicking on their profile icon and then clicking Settings. Then, they can click on Email under My Personal Information and then click on My Email Settings. There, they can enter their email signature in the Email Signature field and click Save. The User Profile and the Email Setup are not the correct places to set up an email signature in Salesforce.

NEW QUESTION # 103

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

Answer: B

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 # 104

A Salesforce user met with the new Director of IT for their customer, Northern Trail Outfitters (NTO). Where should the user add the new Director's information into Salesforce?

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

Answer: B

Explanation:

In Salesforce, the Contacts object is used to store information about individuals associated with an Account (e.g., the customer organization). Since the new Director of IT works for Northern Trail Outfitters (NTO), the correct place to store their information is under Contacts, linked to the relevant Account.

* A. Accounts: Used for organizations or companies, not individuals.

* C. Leads: Used for prospective customers or individuals before they are qualified as contacts.

References from Salesforce Documentation:

* Contacts and Accounts Overview

* Leads vs. Contacts

NEW QUESTION # 105

A Salesforce associate deletes an Account of a company that recently went out of business. Which other related records are automatically deleted?

- A. Any related leads

- B. Any related opportunities
- C. Any related cases

Answer: B

Explanation:

When an account is deleted, any related opportunities are also deleted, unless they are closed or have a contract associated with them.

NEW QUESTION # 106

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