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Salesforce Certified Platform Foundations Sample Questions (Q77-Q82):

NEW QUESTION # 77

A Salesforce associate at Get Cloudy Consulting needs a list of all active contacts grouped by Account. What is the first step in building this report?

- A. Create a joined report with accounts and contacts.
- **B. Create a new report using the Contacts & Accounts report type.**
- C. Create a Contacts report with a filter on Account.

Answer: B

Explanation:

The first step in building a report that shows all active contacts grouped by account is to create a new report using the Contacts & Accounts report type. The report type determines the objects and fields that are available for the report. The Contacts & Accounts report type allows users to report on contacts and their related accounts, as well as account fields such as industry, annual revenue, and number of employees

NEW QUESTION # 78

Sales reps at Get Cloudy Consulting want to see a visual representation of their emails and phone calls with a contact. Which contact record component must be present so users can see this?

- **A. Activities Timeline**
- B. Activity Capture
- C. Salesforce Inbox

Answer: A

Explanation:

The contact record component that must be present so users can see a visual representation of their emails and phone calls with a contact is the Activities Timeline. The Activities Timeline shows a chronological list of past and upcoming activities related to a record, such as emails, calls, meetings, tasks, and events. Users can see the details, status, and attachments of each activity, and also create, edit, or delete activities from the timeline. Activity Capture is a feature that automatically syncs emails and events between Salesforce and email and calendar applications, but it does not show a visual representation of them on the contact record. Salesforce Inbox is a product that enhances email and calendar productivity with Salesforce integration, but it also does not show a visual representation of activities on the contact record.

NEW QUESTION # 79

A sales manager requests a report that shows total opportunity amounts grouped by:

- * Small opportunities - Amount is less than \$50,000.
- * Medium opportunities - Amount is between \$50,000 and \$100,000.
- * Large opportunities - Amount is more than \$100,000.

How should the Salesforce associate create a field to show the amount as described above?

- A. Create a custom field in Setup.
- B. Create a formula field off of Amount.
- **C. Create a bucket field off of Amount.**

Answer: C

Explanation:

The best way to create a field that shows the amount as described in the question is to use a bucket field off of Amount. A bucket field lets you group report values into categories without creating a formula or a custom field. You can create a bucket field for any numeric, picklist, or text field in a report.

NEW QUESTION # 80

Where can a Salesforce associate find information that provides a view of interactions with a contact?

- A. Details Tab
- **B. Activity Timeline**
- C. Contact History

Answer: B

Explanation:

The Activity Timeline in Salesforce provides a chronological view of all past and upcoming interactions with a contact. This includes logged calls, emails, meetings, and tasks. It is a central feature to track engagement and manage customer relationships effectively.

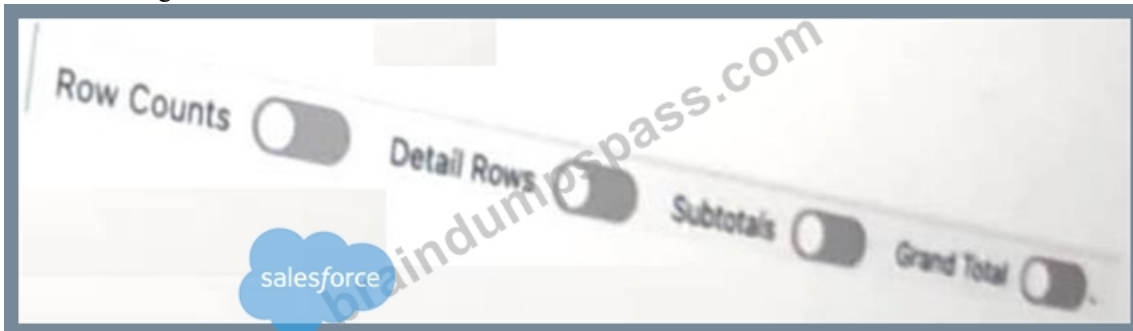
- * B. Details Tab: Displays static information about the contact, such as name, email, and address, but not interaction history.
- * C. Contact History: Refers to changes made to a contact's field values over time, not interaction logs.

References from Salesforce Documentation:

- * Activity Timeline Overview
- * Working with Contacts

NEW QUESTION # 81

Refer to the image below:



A Salesforce associate reviews a report that shows more information than they need. The associated see individual records but only wants to see the Record Count.

Which switches should the associated toggle to only show the Record Count?

- A. Row Counts and Grand Total
- B. Grand Total and Subtotals
- C. Subtotals and Detail Rows

Answer: A

Explanation:

The switches that the associate should toggle to only show the Record Count are Row Counts and Grand Total. Row Counts is a switch that shows the number of rows in the report, which is the same as the number of records. Grand Total is a switch that shows the sum, average, minimum, maximum, or other aggregate functions of a numeric field in the report. By toggling these two switches on and the other two switches off, the associate can see the Record Count and the Grand Total of the report, without seeing the individual records or the subtotals. Subtotals and Detail Rows are switches that show the breakdown and the details of the records in the report, which are not needed for the Record Count.

NEW QUESTION # 82

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