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Salesforce Certified Platform Foundations Sample Questions (Q19-Q24):

NEW QUESTION # 19
A Salesforce associate is creating a report that needs to show changes uin a value over a series of point in time.
Which type of chart should the associate add to this report to help visualize these changes?

- A. Line
- B. Scatter
- C. Donut

Answer: A

Explanation:
The type of chart that the associate should add to the report to help visualize the changes in a value over a series of points in time is a line chart. A line chart shows how a numeric value changes over time or across categories, using a continuous line that connects the data points. A line chart is useful for showing trends, patterns, or fluctuations in the data.

NEW QUESTION # 20
A college wants to incorporate Salesforce into its admissions program using Program Enrollment and Course Connections.
Which Salesforce cloud provides these features as standard offerings?

- A. Experience Cloud
- B. Marketing Cloud
- C. Education Cloud

Answer: A

Explanation:
The Education Cloud is the cloud that provides Program Enrollment and Course Connections as standard offerings. The Education Cloud is a set of products and solutions designed specifically for educational institutions, such as schools, colleges, and universities. The Education Cloud includes the Education Data Architecture (EDA), which is a managed package that adds pre-built objects,

fields, workflows, and reports to the standard Salesforce platform. Program Enrollment and Course Connections are two features of EDA that allow the user to manage the enrollment and connection of students to academic programs and courses. The Experience Cloud is a cloud that allows the creation of digital experiences, such as websites, portals, and mobile apps, for customers, partners, and employees. The Marketing Cloud is a cloud that provides tools for creating and managing personalized marketing campaigns across multiple channels, such as email, social media, web, and mobile.

NEW QUESTION # 21

Cloud Kicks (CK) became a North American subsidiary of Get Cloudy Consulting (GCC).
What should the Salesforce associate do to show that GCC is part of the CK portfolio when creating the CK Account record?

- A. Add Get Cloudy Consulting to the Parent Account field
- B. Select New on the child accounts related list.
- C. View account hierarchy and select Add Child Account.

Answer: A

Explanation:
The thing that the associate should do to show that GCC is part of the CK portfolio when creating the CK Account record is to add Get Cloudy Consulting to the Parent Account field. The Parent Account field is a standard field on the Account object that allows the user to link an account to another account that is its parent company. This way, the user can create an account hierarchy that shows the relationships between parent accounts and their subsidiaries. The user can enter the name of the parent account in the Parent Account field when creating or editing an account record. Viewing account hierarchy and selecting Add Child Account or selecting New on the child accounts related list are not the correct actions to show that GCC is part of the CK portfolio, because they are used to create a new account that is a subsidiary of an existing account, not to link an existing account to another existing account.

NEW QUESTION # 22

The salesforce account executive for Get Cloudy Consulting (GCC) advises the company to use United Clouds to assist with its transition to using Salesforce as its CRM. GCC also plans to add an app in Salesforce from Connected Mail.
What is the role of each of these companies?

- A. Get Cloudy Consulting - Customer Connected Mail -independent Software Vendor (ISV)United Clouds - Partner
- B. Get Cloudy Consulting -CustomerConnected Mail - Product United Clouds -partner Independent Software Vendor (ISV)
- C. Get Cloudy Consulting - CustomerConnected Mail - Consultant -United Clouds -Partner

Answer: A

Explanation:
The role of each of these companies is as follows:
* Get Cloudy Consulting - Customer: GCC is the customer of Salesforce, which means it uses Salesforce products and services to run its business.
* Connected Mail - Independent Software Vendor (ISV): Connected Mail is an ISV, which means it develops and sells applications that are built on the Salesforce platform and are available on the AppExchange.
* United Clouds - Partner: United Clouds is a partner of Salesforce, which means it provides consulting, implementation, integration, or training services to help customers succeed with Salesforce.

NEW QUESTION # 23

A Salesforce associate at Get Cloudy Consulting is given a list of opportunities to work through. The associate asks for an easier way to change the opportunity stage.
What should be recommended?

- A. Use a Dynamic Dashboard View.
- B. Switch to the Kanban View.
- C. Create multiple list views.

Answer: B

Explanation:
The recommendation for the associate to change the opportunity stage more easily is to switch to the Kanban View. The Kanban View is a visual representation of the records in a list view, organized by stages or other categories. The associate can drag and drop the records from one column to another to update the stage or other fields. The Kanban View also shows key metrics and alerts for each column, such as the total amount, number of records, and overdue tasks. Creating multiple list views or using a Dynamic Dashboard View are not as convenient and efficient as using the Kanban View.

NEW QUESTION # 24

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