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Salesforce Certified Associate Sample Questions (Q54-Q59):

NEW QUESTION # 54

An organization wants to implement Salesforce into its business model. The requirements include:

- * Operations management
- * Program management
- * Grantmaking
- * Fundraising
- * Marketing
- * Engagement

Which cloud is preconfigured to handle all of these requirements?

- A. Analytics
- B. Nonprofit
- C. Experience

Answer: B

Explanation:

Explanation

The Nonprofit Cloud is the cloud that is preconfigured to handle all of the requirements listed. The Nonprofit Cloud is a set of products and solutions designed specifically for nonprofit organizations, such as operations management, program management, grantmaking, fundraising, marketing, and engagement. The Nonprofit Cloud includes the Nonprofit Success Pack (NPSP), which is a managed package that adds pre-built objects, fields, workflows, and reports to the standard Salesforce platform. The Analytics Cloud is a cloud that provides business intelligence and data visualization tools, such as Einstein Analytics and Tableau. 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.

NEW QUESTION # 55

Get Cloudy Consulting (GCC) wants to customize its Sales application's Home tab with additional components.

Outside of the org, where should GCC's Salesforce associate go to collaborate with others on solutions that might resonate with GCC users?

- A. Search for modules in Trailhead.
- **B. Ask a question In a Trailblazer Community Group.**
- C. Explore documents In Help and Training.

Answer: B

Explanation:

Explanation

The best place for GCC's Salesforce associate to go to collaborate with others on solutions that might resonate with GCC users is to ask a question in a Trailblazer Community Group. A Trailblazer Community Group is a forum where Salesforce users, partners, customers, and employees can connect, share, and learn from each other. There are groups for different topics, regions, industries, and roles. The associate can join a group that is relevant to their needs and interests, and post a question or a discussion to get feedback and ideas from other members. Exploring documents in Help and Training or searching for modules in Trailhead are also useful ways to learn more about Salesforce, but they are not as interactive and collaborative as asking a question in a Trailblazer Community Group.

NEW QUESTION # 56

Get Cloudy Consulting wants to implement Salesforce within its sales and service divisions, and automate several processes that involve both.

Which approach should they explore first?

- A. Programmatic
- **B. Declarative**
- C. Third-party consulting services

Answer: B

Explanation:

Declarative tools in Salesforce allow for process automation without the need for code. These tools, such as Process Builder, Flow Builder, and Approval Processes, enable users to configure automation that spans multiple divisions like sales and service. This approach is user-friendly, cost-effective, and faster to implement compared to programmatic solutions.

* B. Programmatic: Programmatic approaches (e.g., Apex code) should be used when declarative tools cannot meet specific complex requirements.

* C. Third-party consulting services: While consulting services may assist with implementation, exploring Salesforce's native tools should be the first approach.

References from Salesforce Documentation:

* Declarative vs. Programmatic Development

* Process Automation Overview

NEW QUESTION # 57

What should the account owner at Get Cloudy Consulting use to learn the sum of the amount for each opportunity?

- **A. A Roll-Up Summary field**
- B. The Opportunity related list
- C. A custom report type

Answer: A

Explanation:

Explanation

A roll-up summary field is a field on the parent object that calculates the sum, average, min, or max of a field on the child records. It can be used to learn the sum of the amount for each opportunity related to an account.

NEW QUESTION # 58

Get Cloudy Consulting gets 90% of its leads from trade shows. Sales reps create many lead records during these events, but they often forget to change the Lead Source field to Trade Show*.

What approach would improve data integrity for the Lead Source field?

- **A. Set the default value of the Lead Source field to Trade Show'.**
- B. Make an assignment rule named Trade Show' to only assign leads to sales reps.
- C. Create a validation rule requiring the Lead Source field to equal Trade Show'.

Answer: A

Explanation:

Setting the default value of the Lead Source field to Trade Show' is the best approach to improve data integrity for the Lead Source field. A default value is a value that is automatically populated in a field when a new record is created, unless the user enters a different value. Setting the default value to Trade Show' would save the sales reps time and ensure that most of the leads have the correct value for the Lead Source field.

Creating a validation rule requiring the Lead Source field to equal Trade Show' would not work, because it would prevent the user from entering any other value, such as Web, Phone, or Referral, which may not be accurate for all leads. Making an assignment rule named Trade Show' to only assign leads to sales reps would not work, because it would not affect the Lead Source field, and it would not allow the user to assign leads based on other criteria, such as territory, industry, or product.

NEW QUESTION # 59

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