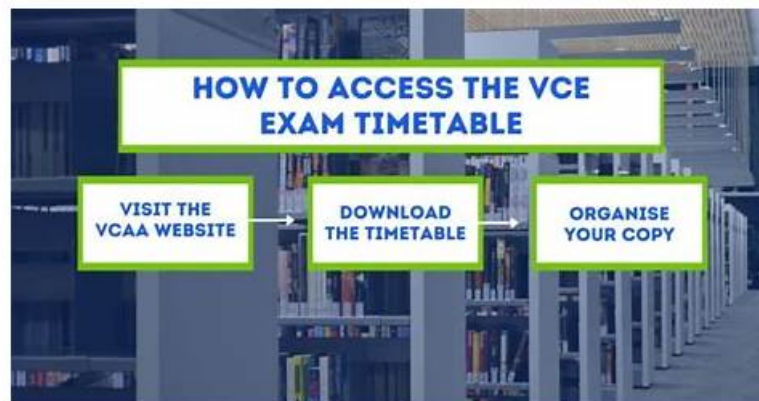


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### Salesforce Certified Platform Foundations Sample Questions (Q54-Q59):

#### NEW QUESTION # 54

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

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

**Answer: C**

**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 # 55

A Salesforce associate wants a visual summary of opportunities in a list view. The associate would like to summarize, filter, and move opportunities along the pipeline.

What should they do to meet this requirement?

- A. Create an Opportunity List View.
- B. Create an Opportunity Summary report.
- **C. Create an Opportunities Kanban View.**

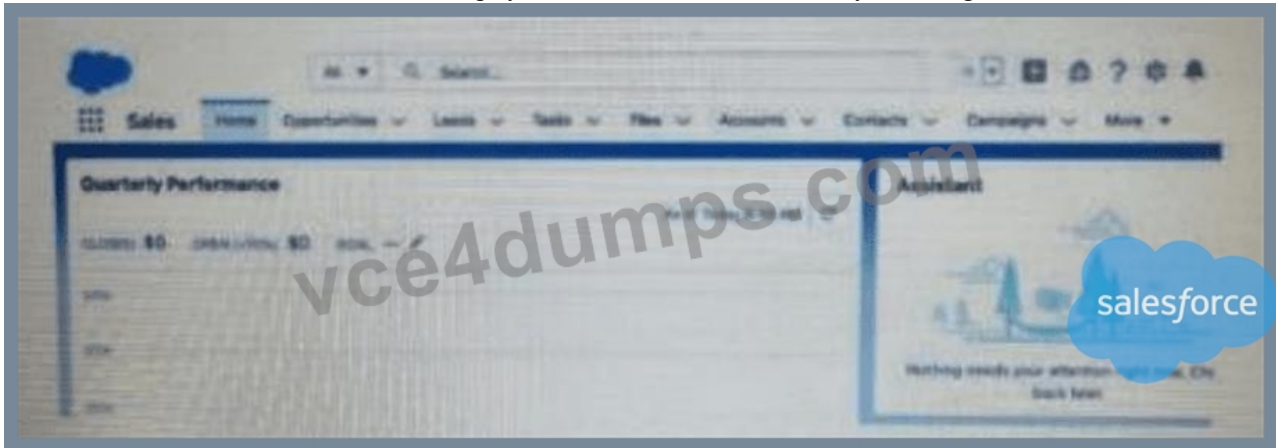
**Answer: C**

Explanation:

The opportunities Kanban view is a visual summary of opportunities in a list view, where the associate can summarize, filter, and move opportunities along the pipeline by dragging and dropping them.

#### NEW QUESTION # 56

A Salesforce associate is asked to add a new employee record to their client. Get Cloudy Consulting.



To which object should they add this record?

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

**Answer: C**

Explanation:

The Contact object is where the associate should add the new employee record. The Contact object is used to store information about individuals who are associated with an account, such as name, phone, email, title, and role. The Contact object has a lookup relationship with the Account object, which allows the user to select an account that the contact is related to. The Accounts object is used to store information about companies or organizations that are customers, partners, or competitors. The Accounts object does not store information about individual employees. The Leads object is used to store information about potential customers who have shown interest in a product or service, but have not yet been qualified. The Leads object does not store information about existing employees.

#### NEW QUESTION # 57

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. Nonprofit**
- B. Experience
- C. Analytics

**Answer: A**

Explanation:

The Nonprofit Cloud is preconfigured to handle all of the requirements listed, such as operations management, program management, grantmaking, fundraising, marketing, and engagement. The Nonprofit Cloud is a set of solutions that helps nonprofits drive greater impact through connected experiences.

#### NEW QUESTION # 58

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 # 59

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