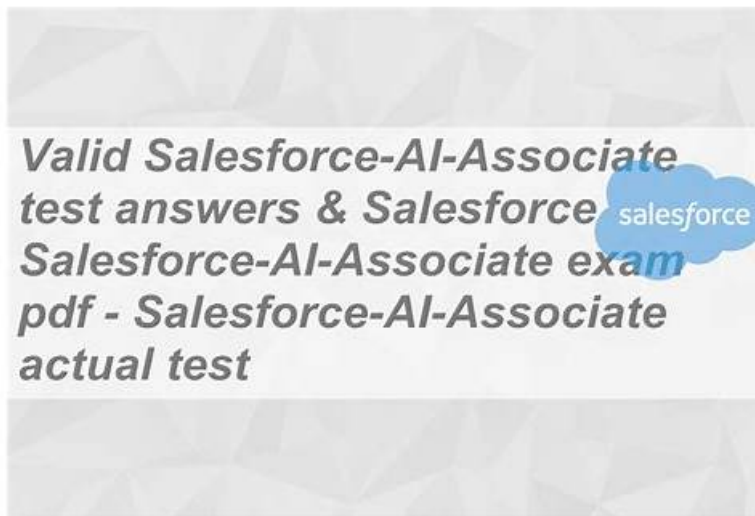


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Salesforce Certified Associate Sample Questions (Q82-Q87):

NEW QUESTION # 82

A deleted record needs to be recovered from the Recycle Bin.

Where can the user find the Recycle Bin?

- A. Setup
- **B. App Launcher**
- C. Global Search

Answer: B

Explanation:

Explanation

The place where the user can find the Recycle Bin is the App Launcher. The App Launcher is a menu that allows users to access all the apps and items in their Salesforce org. The Recycle Bin is one of the items that can be found in the App Launcher. The user can search for "Recycle Bin" in the App Launcher and select it to view and restore their deleted records. The Recycle Bin is not located in Setup or Global Search.

NEW QUESTION # 83

The Health Department wants to gain more insight into its patient data than what Salesforce Dashboards can provide. Which Salesforce product should the department use?

- **A. CRM Analytics**
- B. Health Cloud
- C. Experience Cloud

Answer: A

NEW QUESTION # 84

When a sales rep needs to give an additional discount for an opportunity, a manager needs to review and authorize the discount request.

What should be used to lock the record before a decision is made?

- **A. Approval process**
- B. validation rule
- C. Page layout

Answer: A

Explanation:

An approval process is a workflow that defines the steps and criteria for approving a record. It can be used to lock the record before a decision is made, and send email alerts and tasks to the approvers.

NEW QUESTION # 85

A Salesforce associate wants to update an opportunity record they just closed. Which relationship is standard as a Lookup field on an opportunity?

- A. Quote
- B. Stage
- **C. Account**

Answer: C

Explanation:

The account relationship is a standard lookup field on an opportunity. A lookup field allows the user to select a record from another object and link it to the current record. The account field on an opportunity allows the user to select an account that the opportunity is related to. The stage relationship is not a lookup field, but a picklist field that indicates the sales stage of the opportunity, such as Prospecting, Negotiation, or Closed Won. The quote relationship is not a standard lookup field, but a custom lookup field that can be created to link an opportunity to a quote. A quote is a record that shows proposed prices for products and services.

NEW QUESTION # 86

Get Cloudy Consulting (GCC) has recently been onboarded as a Salesforce customer. GCC wants to enroll its in-house IT administration team in a Salesforce instructor-led training workshop.

Which resource provides virtual and in-person learning that should help the team accelerate their Salesforce knowledge?

- Answer: B**

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