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**Vendor:**Salesforce

**Exam Code:**SALESFORCE-ASSOCIATE

**Exam Name:**Salesforce Certified Associate

**Version:**Demo

### QUESTION 1

Get Cloudy Consulting wants to confirm the data type of the Account Sources field on Account object. Which editing the Account, the Account Sources field has several predefined values that can be selected. Which type of field is Account Source?

- A. Picklist
- B. Formula
- C. Text.Area

Correct Answer: A

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### QUESTION 2

Get Cloudy Consulting trains its new employee in a partial sandbox named New Employee;. An employee completes the training in the sandbox and is ready to sign in to the production org. However, an error message pops up indicating an invalid username or password. The employee is using their sandbox username and password to sign in to production.

What is needed to solve this error?

- A. Creating a new username for the production org
- B. Removing .NewEmployee appendix from the sandbox username
- C. Creating a different password for the production org

Correct Answer: B

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### QUESTION 3

A Salesforce associate wants to add a new related list of cases to Account. Where should the associate go to add the related list to Account?

- A. Account Record page
- B. Page Layout
- C. Case Record page

Correct Answer: B

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### QUESTION 4

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

Correct Answer: A

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#### **QUESTION 5**

A manager can see all of the records owned by their team, but not records owned by other teams. How is access to the records being controlled?

- A. Permission Sets
- B. Profiles
- C. Role Hierarchy

Correct Answer: C

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#### **QUESTION 6**

What is the maximum number of rows will display?

- A. 2,000
- B. 5, 000
- C. 3,000

Correct Answer: A

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#### **QUESTION 7**

A salesforce associate at get Cloudy Consulting has been asked to analyze Service Cloud data to determine how many individual have called in to the support center. Which relationship on Case should the associate use?

- A. Owner
- B. Account
- C. Contact

Correct Answer: C

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#### **QUESTION 8**

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?

- A. Trailhead Community
- B. Salesforce Help
- C. Trailhead Academy

Correct Answer: A

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#### **QUESTION 9**

A Salesforce associate wants to locate a record within the custom object called Shipment\\. What is the most efficient way to find a record within this object?

- A. Global Search
- B. App Launcher
- C. Object Manager

Correct Answer: A

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#### **QUESTION 10**

How can a report of all Accounts with Opportunities be created?

- A. Use the Accounts report type.
- B. Use the Accounts with Opportunities report type.
- C. Use the Opportunities report type.

Correct Answer: B

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#### **QUESTION 11**

Which tool creates a visual representation of objects and their relationships?

- A. App Launcher
- B. Object Manager
- C. Schema Builder

Correct Answer: C

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#### **QUESTION 12**

A Salesforce associate wants to learn more about an app to see if it would be a good fit for a business need, but they are not a system administrator. Where can they learn more about the app?

A. AppExchange

B. Trailhead

C. Global Search

Correct Answer: B