DUMPSQUEEN

Salesforce Certified Associate Exam (SP24)

Salesforce Salesforce-Associate

Version Demo

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QUESTION NO: 1

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.

ANSWER: B

QUESTION NO: 2

A Salesforce associate is creating new user accounts for a new project management team.

What will be the role of each new team member?

A. End User

B. Developer

C. Builder

ANSWER: B

QUESTION NO: 3

Which Salesforce role should help companies increase campaign effectiveness, reengage inactive customers, and grow their customer base?

A. Consultant

B. Marketer

C. Designer

ANSWER: A

QUESTION NO: 4

A Salesforce associate has been asked to identify all contacts that have had interactions with their company in the last year.

What should the associate do to identify these contacts?

A. Look at the contact's Last Modified Date.

B. Look at the Active field.

C. Look at the last related activity date.

ANSWER: C

QUESTION NO: 5

Get Cloudy Consulting encourages end users to update their own settings.

How can an end user access their personal settings?

A. Click the gear, con in the header, then click Setup.

B. Click the profile icon in the header, then dick Settings.

C. Click the question mark icon in the header, then create a Case.

ANSWER: B

QUESTION NO: 6

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. validation rule

B. Approval process

C. Page layout

ANSWER: B

QUESTION NO: 7

Get Cloudy Consulting (GCC) wants to integrate its financial system with its Salesforce environment. After searching the AppExchange and reviewing documentation for its financial system. GCC did not find anything.

What should be used to build this integration?

A. Commerce Cloud

B. MuleSoft

C. Financial Services

ANSWER: B

QUESTION NO: 8

A salesforce associate at Get cloudy Consulting is configuring object access. The requirements are:

Sales Manager must have the same access to Opportunities.

Marketing managers must have the same access to Campaigns.

What is the recommend approach to configuring their access?

A. Sharing Sets and Manual Sharing

B. Validation and Assignment Rules

C. Profiles and Permission Sets

ANSWER: C

QUESTION NO: 9

A salesforce associate is excited to find they can combine the challenge of learning new skills with the chance of winning prizes?

A. Superbadges

B. Quests

C. Ranks

ANSWER: B

QUESTION NO: 10

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

A. Stage

B. Account

C. Quote

ANSWER: B