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QUESTION 1

Northern Trail Outfitters has hired interns to enter Leads into Salesforce and has requested a way to identify these new records from existing Leads. What approach should an administrator take to meet this requirement?

A. Update the active Lead Assignment Rules.

B. Define a record type and assign it to the interns.

C. Create a separate Lead Lightning App.

D. Set up Web-to-Lead for the interns\\' use.

Correct Answer: B

QUESTION 2

AW Computing (AWC) occasionally works with Independent contractors, who the company stores as Contacts In Salesforce. Contractors often change agencies, and AWC wants to maintain the historical accuracy of the record. What should AWC use to track Contacts?

A. Enable Contacts to multiple Accounts.

B. Use a partner community to track the Contacts.

C. Create a new Contact record for each agency.

D. Create a junction object to track many-to-many relationship. Solar need to see different fields on the Case

Correct Answer: A

QUESTION 3

The Director of Sales wants a report that shows the trending performance of his sales reps. He would like to see the trend by month, with a review of the previous 6 months. Which report format would you use to create this custom report?

A. The Tabular Report

B. The Summary Report

C. Matrix Report.

Correct Answer: C

QUESTION 4

You can use standard reports when creating Dashboards

A. True

B. False

Correct Answer: B

QUESTION 5

The administrator at Ursa Major Solar has created a custom report type and built a report for the sales operations team. However, none of the users are able to access the report.

Which two options could cause this issue?

Choose 2 answers

A. The custom report type is in development.

B. The report is saved in a private folder.

C. The org has reached its limit for custom report types.

D. The user\'s profile is missing View access.

Correct Answer: BD

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