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QUESTION 1

How should an associate display the sum of all closed won Opportunity amounts at the Account level?

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

Correct Answer: C

QUESTION 2

A Salesforce associate is viewing information within a report and needs to export the data. Into which types of files can the report be exported?

- A. Word (.doc or .docx) or comma-separated values(.csv)
- B. Excel (.xlsx or .xls) file or comma- separated values (.csv)
- C. PDF (.pdf) or Excel (.xlsx or .xls)

Correct Answer: B

QUESTION 3

Get Cloudy Consulting currently stores information about its customers and partners in the Account object. There are a few details specific to partners that are not applicable to customers. What is the recommended way to display only the information application to each group?

- A. Use Account for customers and create a custom object for partners.
- B. Create record types on Account called Partner and Customer
- C. Create custom object called Partner and Customer

Correct Answer: B

QUESTION 4

A marketing manager wants to make the Reason Lost field required on the opportunity when the stage is changed to Closed Lost. What should the salesforce associate do to enforce this requirement?

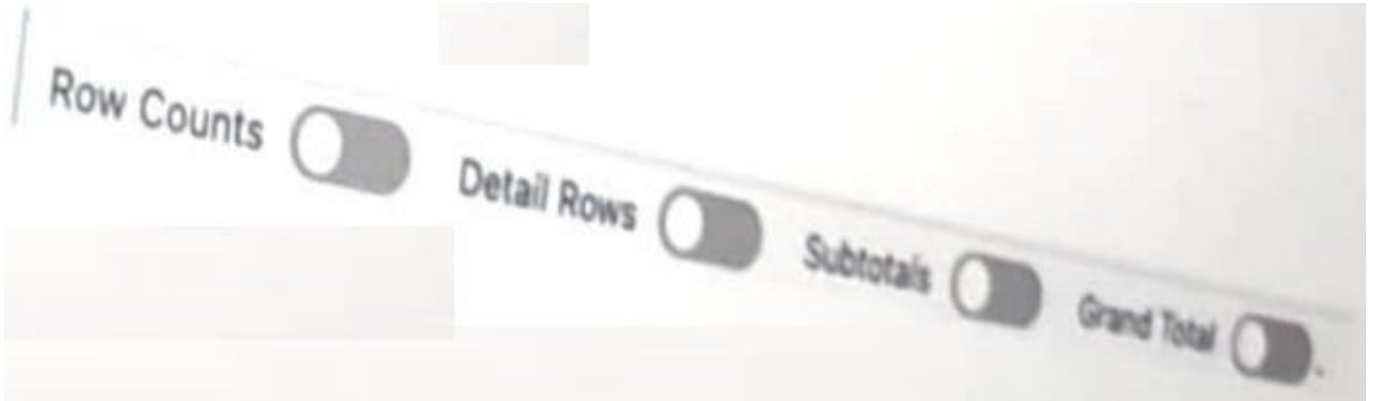
- A. Make the field required on the page layout.
- B. Create a validation rule on the Opportunity object.
- C. Make the field universally required.



Correct Answer: B

QUESTION 5

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. Subtotals and Detail Rows
- C. Grand Total and Subtotals

Correct Answer: A

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