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QUESTION 1

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

QUESTION 2

Get Cloudy Consulting is rolling out Salesforce to its organization.

What should be used to allow additional field-level access to individual employees based on the their job duties?

- A. Individual profiles
- B. Permission sets
- C. Role Hierarchy

Correct Answer: B

QUESTION 3

Get Cloudy Consulting (GCC) is currently tracking forecasting and revenue data in a spreadsheet and wants migrate this data to Salesforce. Which solution should GCC consider?

- A. Marketing Cloud
- B. CRM Analytics
- C. Sales Cloud

Correct Answer: C

QUESTION 4

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

Correct Answer: B

QUESTION 5

A manager is creating a dashboard for their team and wants each team member to receive a copy of the dashboard results by email each week. What should the team members do to ensure they receive they weekly results?

- A. Like the dashboard.
- B. Subscribe to the dashboard
- C. Follow the dashboard

Correct Answer: B

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