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QUESTION 1

Get Cloud Consulting (GCC) currently uses separate platform for marketing sales, commerce, service, and information technology. As GCC continues to grow, it decides to move all departments onto Salesforce. What would provide GCC the most benefit by moving to the Salesforce Platform?

- A. Salesforce increases security by only requiring employees to remember one password.
- B. Salesforce saves companies money by eliminating the need to purchase licenses for multiple systems.
- C. Salesforce provides a complete view of a company's customers on one unified platform.

Correct Answer: C

QUESTION 2

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

Correct Answer: B

QUESTION 3

A sales manager at Get Cloudy Consulting wants a report that shows their top-selling product families by quantity.

- A. Group by opportunity stage > Filter by product family > Sum the total number sold
- B. Group by product family > Filter to show only Closed Won opportunities > Sum the total number sold
- C. Group by active products > Filter to show opportunities this year > Sum the quantity

Correct Answer: B

QUESTION 4

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

QUESTION 5

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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