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QUESTION 1

Get Cloudy Consulting (GCC) plans to migrate from a legacy CRM system to Salesforce. GCC currently uses a dedicated single-tenant, on-premise system and wants to utilize a multi-tenant architecture like Salesforce uses. What is one feature of multi-tenant architecture?

- A. Resources are shared but tenants cannot claim each others resources.
- B. Resources are shared and tenants can claim each other's resources.
- C. Resources are limited to each tenant.

Correct Answer: B

QUESTION 2

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 3

A Salesforce associate is asked to review all the objects within their company's instance. They also need to identify which are custom objects. Where should the associate go to see this information?

- A. App Launcher
- B. Object Manager
- C. Global Search

Correct Answer: B

QUESTION 4

A marketing manager wants to make the Reason Lost field required on the opportunity when he 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

Get Cloudy Consulting (GCC) has a Contact that works at two different Accounts. How should GCC related this Contact to two Accounts?

- A. Use Contacts to multiple Accounts
- B. Create two contact records
- C. Merge the two Account records

Correct Answer: A

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