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QUESTION 1

A sales manager requests a report that shows total opportunity amounts grouped by:

Small opportunities -- Amount is less than \$50,000.

Medium opportunities -- Amount is between \$50,000 and 5100,000.

Large opportunities -- Amount is more than \$100,000.

How should the Salesforce associate create a field to show the amount as described above?

- A. Create a bucket field off of Amount,
- B. Create a custom field in Setup.
- C. Create a formula field off of Amount.

Correct Answer: A

QUESTION 2

A sales rep at Get Cloudy Consulting asks the new Salesforce associate to give them a report showing all the active accounts for the sales rep's territory. Where should the associate go to create a new report for Accounts?

- A. Setup
- B. Accounts tab
- C. Reports tab

Correct Answer: C

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 wants to quickly create an org where they can learn, practice, and develop Salesforce skills. Which type of org should they create from within Trailhead?

- A. Developer Edition
- B. Sandbox
- C. Playground

Correct Answer: A

QUESTION 5

A Salesforce associate wants to locate a record within the custom object called Shipment\'. What is the most efficient way to find a record within this object?

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

Correct Answer: A

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