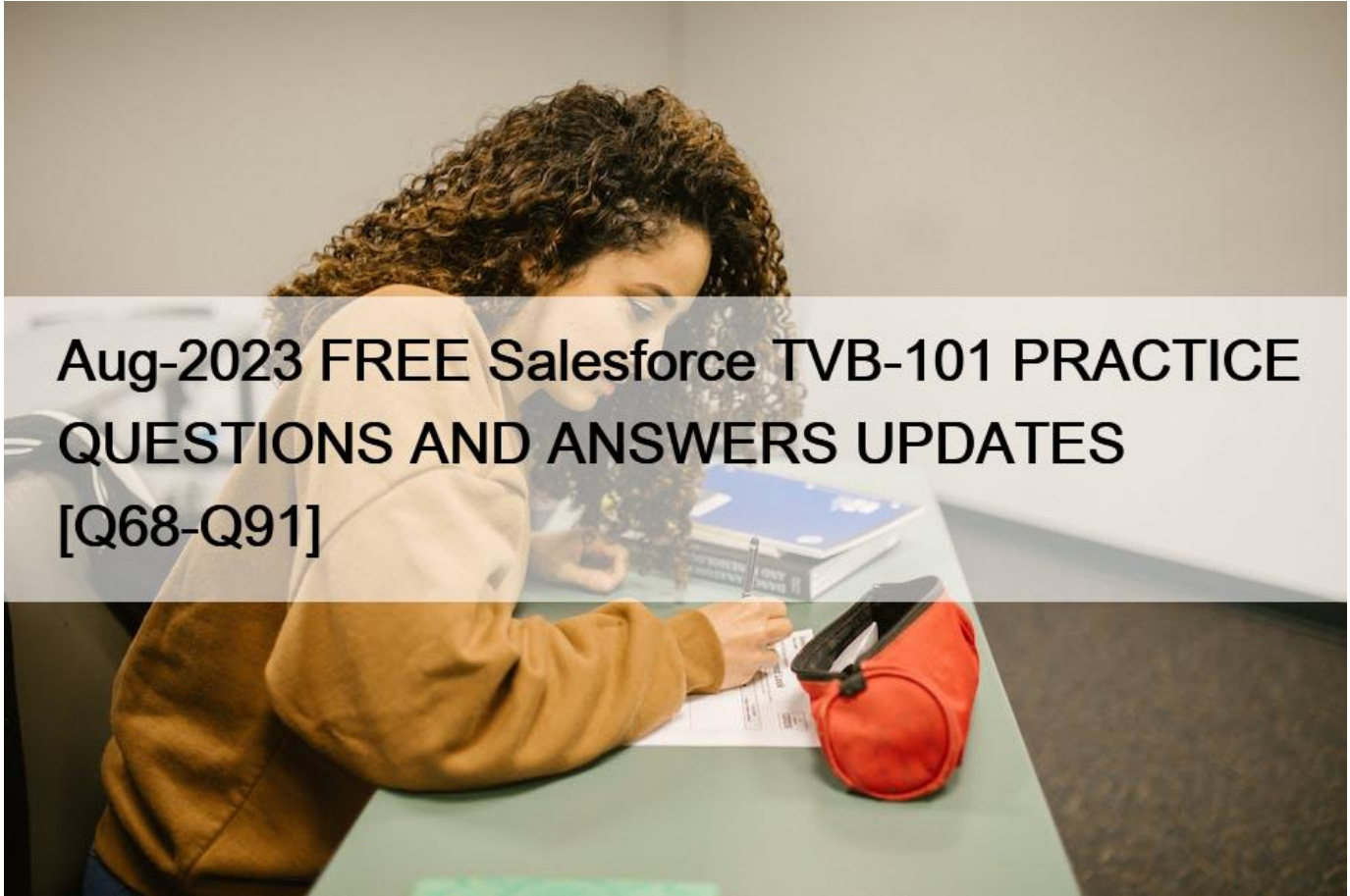


## Aug-2023 FREE Salesforce TVB-101 PRACTICE QUESTIONS AND ANSWERS UPDATES [Q68-Q91]



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### NEW QUESTION 68

Get Cloudy Consulting requires a value in the Status field every time a record is created or edited.

What should they do to enforce this?

- \* Make the field required in Object Manager.
- \* Make the field required with a validation rule.
- \* Make the field required in organization-wide defaults.

### NEW QUESTION 69

What should the account owner at Get Cloudy Consulting use to learn the sum of the amount for each opportunity?

- \* The Opportunity related list
- \* A custom report type

- \* A Roll-Up Summary field

### NEW QUESTION 70

Get Cloudy Consulting (GCC) wants to ensure the Annual Revenue field is a positive amount and does not exceed \$100.

What should GCC use to ensure to opportunities meet these standards?

- \* Validation Rules
- \* Assignment Rules
- \* Default Values

### NEW QUESTION 71

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?

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

### NEW QUESTION 72

A Salesforce associate tries to create a new user in a sandbox using Astrogetcloudy.org as the username and it fails.

What is the problem with creating the Astrogetcloudy.org username?

- \* Salesforce usernames must include the user s full name and be formatted like an email address.
- \* Salesforce usernames must be unique across all Salesforce orgs and that one is already in use.
- \* Salesforce usernames must be formatted like an email address with .com at the end.

### NEW QUESTION 73

A Salesforce associate wants to add a new related list of cases to Account.

Where should the associate go to add the related list to Account?

- \* Account Record page
- \* Page Layout
- \* Case Record page

### NEW QUESTION 74

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?

- \* Row Counts and Grand Total
- \* Subtotals and Detail Rows
- \* Grand Total and Subtotals

#### **NEW QUESTION 75**

Salesforce associate received a promotion and needs Edit access to fields on opportunity records across the organization.

Which user setting need updating to allow Edit access?

- \* Queue
- \* Permission Set
- \* Public Group

#### **NEW QUESTION 76**

An organization wants to implement Salesforce into its business model. The requirements include:

- \* Operations management
- \* Program management
- \* Grantmaking
- \* Fundraising
- \* Marketing
- \* Engagement

Which cloud is preconfigured to handle all of these requirements?

- \* Experience
- \* Analytics
- \* Nonprofit

#### **NEW QUESTION 77**

Get Cloudy Consulting (GCC) needs an environment to onboard new hires as well as develop, implement, and test new requirements.

Which type of environment should OCC use?

- \* Sandbox
- \* Production
- \* Trailhead Playground

### NEW QUESTION 78

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?

- \* Row Counts and Grand Total
- \* Subtotals and Detail Rows
- \* Grand Total and Subtotals

### NEW QUESTION 79

A Salesforce associate wants to update an opportunity record they just closed. Which relationship is standard as a Lookup field on an opportunity?

- \* Stage
- \* Account
- \* Quote

### NEW QUESTION 80

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?

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

### NEW QUESTION 81

What is the maximum number of rows will display?

- \* 2,000
- \* 5,000
- \* 3,000

### NEW QUESTION 82

Get Cloudy Consulting trains its new employee in a partial sandbox named New Employee;. An employee completes the training in the sandbox and is ready to sign in to the production org. However, an error message pops up indicating an invalid username or password. The employee is using their sandbox username and password to sign in to production.

What is needed to solve this error?

- \* Creating a new username for the production org
- \* Removing .NewEmployee appendix from the sandbox username
- \* Creating a different password for the production org

### **NEW QUESTION 83**

To which Team should a Salesforce associate be added to gain access to an Account and its related opportunities?

- \* Opportunity Team
- \* Lead Team
- \* Account Team

### **NEW QUESTION 84**

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

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

### **NEW QUESTION 85**

A Salesforce associate is working from a custom Contact list view and noticed key information is missing.

What should they do to add the missing information?

- \* Edit sharing settings
- \* Select Fields to Display
- \* Edit list filters

### **NEW QUESTION 86**

A Salesforce standard profile end user is looking for specific information on an Opportunity record page. They are overwhelmed by the required scrolling to see the page.

What should the user do to simplify the page to see only what they want?

- \* Collapse detail sections.
- \* Remove activities.
- \* Change page layout assignment.

### **NEW QUESTION 87**

A Salesforce associate at Get Cloudy Consulting is given a list of opportunities to work through. The associate asks for an easier way to change the opportunity stage.

What should be recommended?

- \* Use a Dynamic Dashboard View.
- \* Create multiple list views.

- \* Switch to the Kanban View.

### NEW QUESTION 88

Get Cloudy Consulting wants to group its contacts by Region. On most records, this text field is blank or misspelled.

Which action is recommended to ensure there is correct data for this field?

- \* Convert the Region field to a picklist field.
- \* Create a validation rule to enforce correct spelling.
- \* Email users a list of region names with correct spelling.

### NEW QUESTION 89

A salesforce associate wants to retrieve a record for a business but only remembers a portion of the business name.

Using the fewest clicks, how should the associate search the account records for the desired business?

- \* The global Search box
- \* A list view of all accounts
- \* A report of all accounts

### NEW QUESTION 90

A Salesforce associate is looking at a custom Contact list view and wants to show more information from the record.

What should they do to add the missing key columns?

- \* Edit list filters
- \* Select Fields to Display
- \* Edit sharing settings

### NEW QUESTION 91

Which sharing type shares a single, common infrastructure and code base?

- \* Metadata
- \* Multitenant
- \* Trust

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