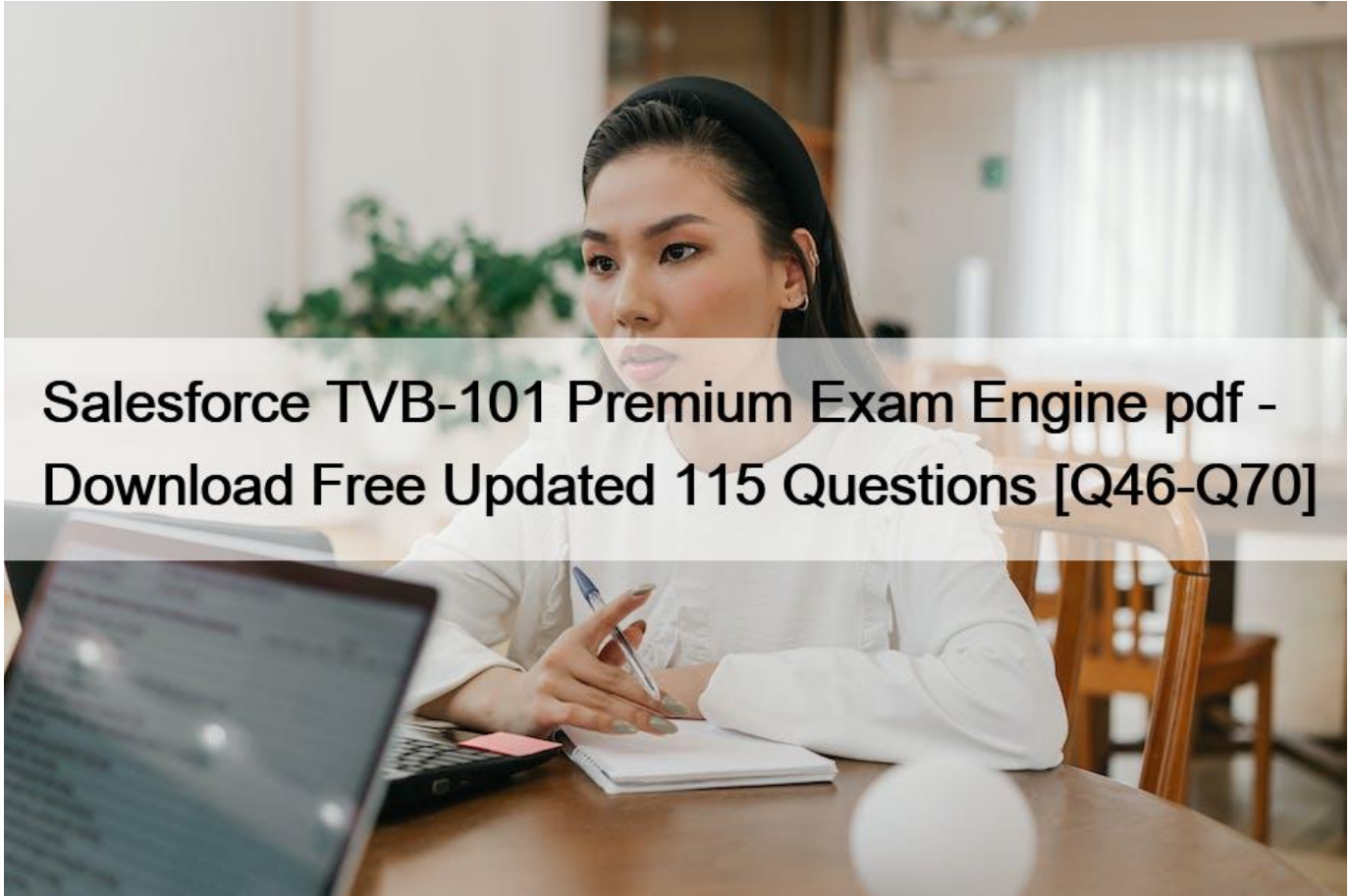


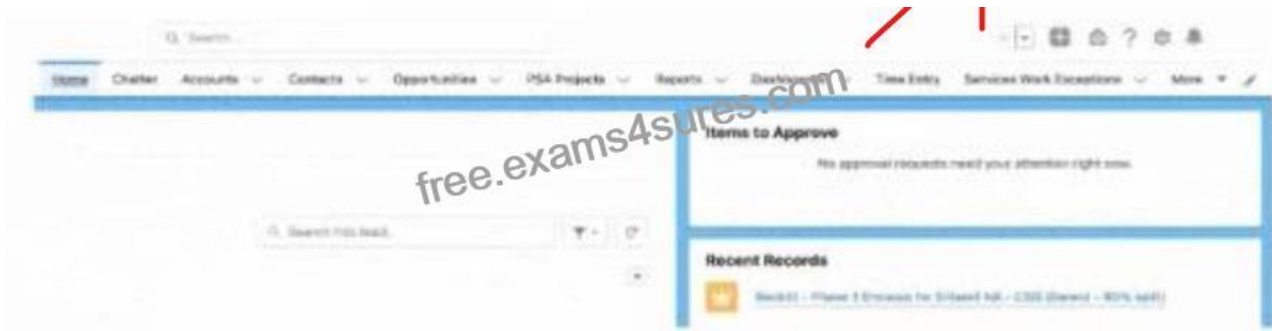
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NO.46 Refer to the screenshot that shows the Home page.



A Salesforce associate wants to reorder items in their instance so the Reports tab appears immediately after Home.

What should the associate do to customize the items on the navigation bar?

- * Select the personalization button (pencil icon), then click and drag the item name up or down to adjust its location.
- * Use the downward arrow next to each item name, then select Move to move the item left or right.
- * Click the Setup gear icon at the top right of the page, then select User Interface and then Tabs.

NO.47 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?

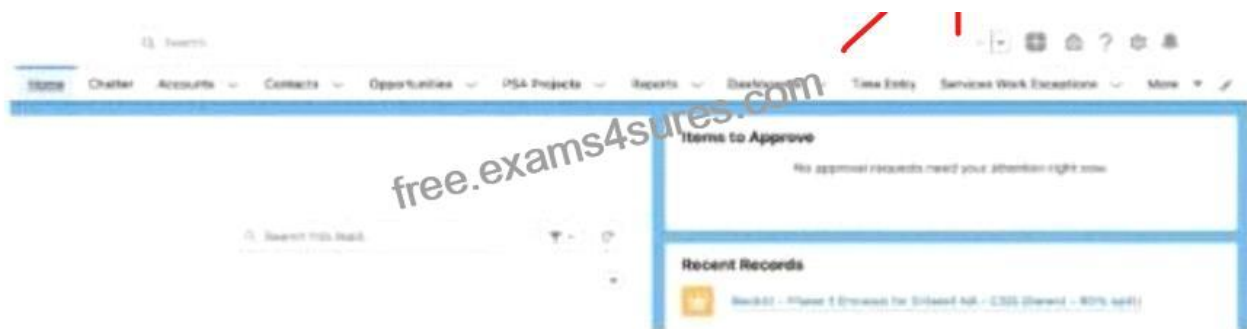
- * Marketing Cloud
- * CRM Analytics
- * Sales Cloud

NO.48 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

NO.49 Refer to the screenshot that shows the Home page.



A Salesforce associate wants to reorder items in their instance so the Reports tab appears immediately after Home.

What should the associate do to customize the items on the navigation bar?

- * Select the personalization button (pencil icon), then click and drag the item name up or down to adjust its location.
- * Use the downward arrow next to each item name, then select Move to move the item left or right.
- * Click the Setup gear icon at the top right of the page, then select User Interface and then Tabs.

NO.50 Get Cloudy Consulting (GCC) currently supports its customers via calls and emails. GCC wants to meet the needs of digitally savvy customers by offering support via web chat as well as SMS, Facebook Messenger, and WhatsApp.

Which Salesforce product should meet this need?

- * Service Cloud
- * Experience Cloud
- * Sales Cloud

NO.51 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?

- * App Launcher
- * Object Manager
- * Global Search

NO.52 Get Cloudy Consulting wants to confirm the data type of the Account Sources field on Account object. Which editing the Account, the Account Sources field has several predefined values that can be selected.

Which type of field is Account Source?

- * Picklist
- * Formula
- * Text.Area

NO.53 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

NO.54 Get Cloudy Consulting (GCC) wants to migrate to Salesforce as its business continues to grow. GCC's needs include:

Communicating available products and service to its prospective customers
Improving its sales pipeline forecast and management
quarterly revenue goals
Offering support to customers through its website, consider for implementation?

- * Service, Experience, and Marketing
- * Commerce, Service, and Marketing
- * Sales, Service, and Marketing

NO.55 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

NO.56 A Salesforce associate has been asked to identify all contacts that have had interactions with their company in the last year.

What should the associate do to identify these contacts?

- * Look at the contact's Last Modified Date.
- * Look at the Active field.
- * Look at the last related activity date.

NO.57 A Salesforce associate deletes an Account of a company that recently went out of business.

Which other related records are automatically deleted?

- * Any related leads
- * Any related cases
- * Any related opportunities

NO.58 Get Cloudy Consulting gets 90% of its business 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 should help the sales reps when they create these lead records?

- * Make an assignment rule named Trade Show; to only assign leads to sales reps.
- * Format a validation rule requiring the Lead Source field to equal Trade Show;.
- * Change the default value of the Lead Source field from Web; to Trade Show;.

NO.59 Get Cloudy Consulting is rolling out Salesforce to its organization. New users may have different access requirements based on department.

What should be recommended to allow new users the correct access based on their department's requirements?

- * Role Hierarchy
- * Individual profiles
- * Permission sets

NO.60 Which Salesforce role produces data-driven solutions by eliciting, documenting, and examining requirements around organizational challenges?

- * Business Analyst
- * User Experience Designer
- * Platform Developer

NO.61 How should a Salesforce associate ensure a dashboard has the most current data?

- * By refreshing the browser
- * By clicking refresh
- * By opening the dashboard

NO.62 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.

NO.63 Get Cloudy Consulting (GCC) is experiencing significant performance degradation.

What should GCC do to quickly verify if a performance incident has been reported on its instance of Salesforce?

- * Ask a question on the Trailblazer Community.
- * Check System Status on the Trust site.
- * Open a case with Salesforce Support.

NO.64 The Salesforce account executive for Get Cloudy Consulting's (GCC) advises the company to use United Clouds to assist with its transition to using Salesforce as its CRM. GCC also plans to add an app in Salesforce from Connected Mail.

What is the role of each of these companies?

* Get Cloudy Consulting – Customer

Connected Mail -independent Software Vendor (ISV)

United Clouds – Partner

* Get Cloudy Consulting – Customer

Connected Mail – Consultant –

United Clouds -Partner

* Get Cloudy Consulting -Customer

Connected Mail – Product

United Clouds -partner Independent Software Vendor (ISV)

NO.65 Sales reps at Get Cloudy Consulting want to see a visual representation of their emails and phone calls with a contact.

Which contact record component must be present so users can see this?

- * Activity Capture
- * Salesforce Inbox
- * Activities Timeline

NO.66 What is the maximum number of rows will display?

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

NO.67 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?

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

NO.68 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.

NO.69 An insurance call center is experiencing increased policy support calls which has led to long wait times and disappointed customers.

Which cloud will decrease the number of incoming calls, empower customers, and increase satisfaction?

- * CRM Analytics
- * Experience

* Cloud Sales Cloud

NO.70 A nonprofit organization wants to help ensure residents in their area receive health checkups. The nonprofit also wants to ensure resident tracking history and all data are stored in a way that complies with local privacy laws.

Which Salesforce cloud solution should help meet these needs?

- * Service Cloud
- * Health Cloud
- * Nonprofit Cloud

Salesforce TVB-101 exam is a rigorous exam that requires a deep understanding of Salesforce fundamentals, Sales Cloud, Service Cloud, and Salesforce Platform. TVB-101 exam tests the knowledge and skills of Salesforce Associates in these areas, and passing the exam is a crucial step towards becoming a certified Salesforce Associate. TVB-101 exam is designed to help Salesforce Associates demonstrate their knowledge and skills and validate their expertise in Salesforce.

Salesforce TVB-101 exam consists of 60 multiple-choice questions and has a duration of 90 minutes. TVB-101 exam is designed to evaluate the knowledge of Salesforce associates in the core concepts of the platform, such as data modeling, security, and user interface customization. TVB-101 exam also covers topics such as Salesforce architecture, Lightning Experience, and the Salesforce mobile app.

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