

Salesforce CRM Basics Exam Practice

Questions and Answers

What are the three key account-contact relationships? - ANSWER✓✓-Contacts to multiple accounts

Account Hierarchies

Account Teams

What is the value of creating account hierarchies? - ANSWER✓✓-It simplifies the connection, access and use of multiple related, yet different, accounts for your users. Think CareerBuilder, how many accounts fell under a parent account? How miserable would it have been to try and manage them all separately?

What is a global enterprise account? Pros and cons? - ANSWER✓✓-A single master account for which every contact, opp, case, etc. is linked.

Using one global account makes it easy to find that account's records and to report on that account at the enterprise level. But it's harder to manage a large mass of information, and not being able to easily view the big picture might make it hard to see what each location needs from you for your relationship to be successful.

Answers To Crm Exam

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