



# Welcome to Trailmix 1

## Fundamentals Of salesforce



Hello everyone, I hope everyone has successfully completed Trailmix 1 upto Accounts and Contacts. Today, let's focus on finishing the module of Trailmix 1: Salesforce Platform Basics.

First, we will focus on quizzes. In this section, you will learn **Discover Use Cases for the Platform, Understand the Salesforce Architecture, Navigate Setup, Power Up with AppExchange**. For Hands on Sessions **Unlock Business Success with Salesforce Data Platform** We will provide other material for that, then complete the Hands on session and quizzes.

Module

### Salesforce Platform Basics

Get introduced to the platform, navigate use cases, and build custom functionality.

Skills you will gain

Complete the badge to build your expertise. [Learn More](#)

Configuration Management

+900 points | Beginner | Business User | Completed 6/7/24

Unlock Business Success with Salesforce Data Platform	~20 mins	✓
Discover Use Cases for the Platform	~5 mins	✓
Understand the Salesforce Architecture	~10 mins	✓
Navigate Setup	~5 mins	✓
Power Up with AppExchange	~5 mins	✓

## 1st Quiz answers: Discover Use Cases for the Platform

### Quiz

1 When identifying processes to bring into Salesforce, look for:

- ☐ A Manual processes with numerous steps
- ☐ B Email-driven processes
- ☐ C Teams using spreadsheets to run the business
- ☒ D Documents shared on local directories
- ☐ E All of the above

2 Three use cases for Finance on the platform are:

- ☐ A Help desk, Pricing, Facilities management
- ☐ B Vendor management, Transportation, Contract management
- ☒ C Budget management, Pricing, Contract management
- ☐ D Identity management, Billing management, Budget management
- ☐ E All of the above

Next, we will focus on **Understand the Salesforce Architecture**

## 2nd Quiz answers: Understand the Salesforce Architecture

### Quiz

1 The Company Information page is where you can find:

- ☐ A Your org ID
- ☐ B Licenses available and in use
- ☐ C Information on important limits such as data and file usage
- ☒ D All of the above

2 What are the three main categories in the Setup menu?

- ☐ A Object Management, Preferences, Groups
- ☐ B User Management, Settings, Security
- ☒ C Administration, Platform Tools, Settings
- ☐ D AppExchange, Profiles, Customizations

3 What is an easy way to find what you're looking for in the Setup menu?

- ☒ A Type the first few letters of what you're looking for in the Quick Find box.
- ☐ B Click headings and subheadings until you find what you're looking for.
- ☐ C Memorize what's in each category.
- ☐ D Click one of the main categories in the Setup menu, then look at the page to the right.

## 3rd Quiz answers: Navigate Setup

### Quiz

+100 points

1 Our trusted, multitenant cloud means you get:

- ☐ A The benefits of the same core set of features for all customers
- ☐ B Upgrades three times a year
- ☐ C No software to install to access Salesforce
- ☒ D All of the above

2 The Salesforce API is:

- ☒ A Like a contract between two pieces of software, allowing them to connect and exchange information
- ☐ B Not available for certain technologies such as wearables
- ☐ C The exact same thing as an API name
- ☐ D Only for programmers to use

3 Metadata refers to:

- ☐ A Everything in your Salesforce org, including your customer and user data
- ☐ B A representation of your standard functionality, without customizations
- ☒ C Data about data
- ☐ D Configuration-based modifications only

Second attempt earns 50 points. Three or more earns 25 points.

[Check the Quiz to Earn 100 Points](#)

## 4th Quiz answers: Powerup with AppExchange

Quiz

+100 points

1 When you're getting started with AppExchange, a best practice is to:

- ☐ A Install apps of interest right away.
- ☐ B Request the top 3 apps from each department.
- ☒ C Develop a plan, including budget, timing, and key department use cases.
- ☐ D Install apps directly into production.

2 When you want to find an app after you install it, what should you enter in the Quick Find box in Setup?

- ☐ A Installed Apps
- ☒ B Installed Packages
- ☐ C Installed Components
- ☐ D Installations
- ☐ E Apps

Second attempt earns 50 points. Three or more earns 25 points.

[Check the Quiz to Earn 100 Points](#)

Try to Complete all the quizzes till here .The Hands on sessions will be provide soon within today

Try to complete up to this for today.  
See you Tomorrow 😊