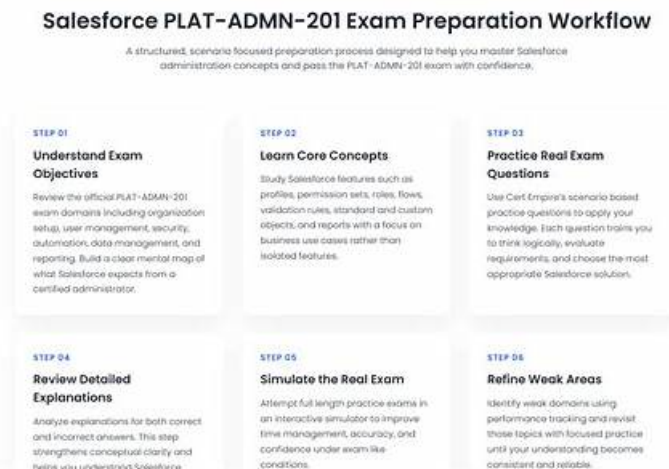


# Mock Plat-Admn-201 Exam & Latest Plat-Admn-201 Exam Questions



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## Salesforce Plat-Admn-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Productivity and Collaboration: This domain addresses activity management, Chatter collaboration, Salesforce mobile app customization, and AppExchange applications including managed and unmanaged packages.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Automation: This domain covers automation tools for streamlining business processes, including assignment and escalation rules, Flow configuration for various scenarios, and approval process setup.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Agentforce AI: This domain introduces AI-powered agents in Salesforce, covering use cases, configuration in Agent Builder, security considerations, and troubleshooting agent permissions.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>Sales and Marketing Applications: This domain addresses sales cycle management from leads to opportunities, including productivity features, lead automation, campaign management, forecasting, and Einstein for Sales capabilities.</li> </ul>

>> **Mock Plat-Admn-201 Exam** <<

## 100% Pass Quiz Salesforce - Plat-Admn-201 - Salesforce Certified Platform Administrator –The Best Mock Exam

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## Salesforce Certified Platform Administrator Sample Questions (Q60-Q65):

### NEW QUESTION # 60

Ursa Major Solar is using products and price books. Which two items should an administrator take into considerations about these features? Choose 2 options.

- A. The standard and list price for a product can be listed in more than one currency.
- B. Products without a price are automatically added to the standard price book.
- C. A product can have a different list price in different price books.
- D. If price books contain assets, they can NOT contain products.

**Answer: A,C**

### NEW QUESTION # 61

Senior leadership wants to be notified of any opportunities over \$250,000 with more than a 75% probability of closing. Which feature should a Platform Administrator set up to facilitate this?

- A. Guidance for Success
- B. Big Deal Alerts
- C. Reports and Dashboards
- D. Similar Opportunities

**Answer: B**

Explanation:

Big Deal Alerts are a specialized, "out-of-the-box" notification feature specifically for the Opportunity object. This tool allows a Platform Administrator to define a threshold based on

"Amount" and "Probability." When an opportunity is created or updated and meets these thresholds (in this case, >\$250k and >75%), Salesforce automatically sends an email notification to a specified user or a list of stakeholders. This is the most efficient way to meet the requirement because it is a native feature designed exactly for high-value deal visibility. While Reports and Dashboards (Option C) can display this data, they are "pull" mechanisms that require leadership to actively check them, whereas a Big Deal Alert is a "push" mechanism that ensures immediate awareness. Guidance for Success (Option A) provides tips within a sales path, and Similar Opportunities (Option D) helps reps find related deals, but neither is designed for automated leadership notifications.

### NEW QUESTION # 62

A user's profile can be controlled by which three settings? Choose 3 options.

- A. Feature license assignment
- B. Security at the field-level
- C. Assigned apps
- D. Record type assignment
- E. Locale settings

**Answer: B,C,D**

### NEW QUESTION # 63

A sales rep typically has several open opportunities for each of their accounts. Which tool should a Platform Administrator suggest to the sales rep to obtain the total number of accounts associated with open opportunities in a report?

- A. Unique Count
- B. Report Filter
- C. Bucket Column
- D. Group Rows

**Answer: A**

Explanation:

When a report contains many rows where the same Account name appears multiple times (due to having several opportunities), a

simple count of rows will not accurately represent the number of distinct accounts. To find the specific number of individual accounts, the Platform Administrator should use the Unique Count feature on the Account Name or Account ID column in the report builder. Selecting "Show Unique Count" provides a total at the bottom of the report (and in summary groupings) that counts each unique value only once, regardless of how many times it appears in the list. Bucket Columns (Option A) group data into categories. Report Filters (Option B) exclude records. Grouping Rows (Option D) visually organizes the report by Account but does not inherently provide a single summary number for the count of distinct accounts in the way that Unique Count does.

#### NEW QUESTION # 64

A Delegated Administrator at Universal Containers cannot edit the Created Date field for the Account record. What reason should the System Administrator give for why this is occurring?

- A. This user does not have Edit permissions on the Account object.
- B. This field is defined as Read-Only on the Page Layout.
- C. This field is Read-Only in Field-Level Security settings.
- D. This is a System Audit field and it is Read-Only for existing records.

Answer: D

#### NEW QUESTION # 65

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