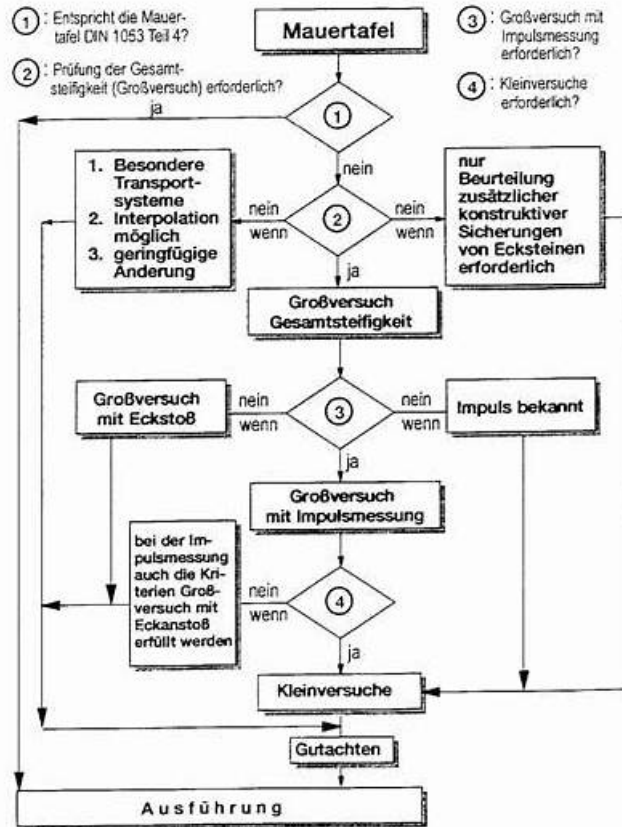


Hohe Qualität von Plat-Admn-301 Prüfung und Antworten



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Salesforce Plat-Admn-301 Prüfungsplan:

Thema	Einzelheiten
Thema 1	• Data and Analytics Management: This section of the exam measures skills of Salesforce Data Analyst and covers data quality assessment, data enrichment, and duplicate management. It explains how to choose appropriate reporting and analytics tools for advanced requirements, including custom report types, snapshots, formulas, joined reports, and dashboard configurations. It also covers methods for connecting external data sources using big objects, external objects, data warehouses, data lakes, and Salesforce Connect. Finally, it describes the suitable tools and methods for importing data, including Data Loader, Data Import Wizard, and external IDs.
Thema 2	• Objects and Applications: This section of the exam measures the skills of a Salesforce Business Analyst and covers selecting appropriate object and application-level solutions to meet business needs. It focuses on identifying when to use master-detail relationships, lookups, junction objects, related lists, record types, Schema Builder, and Object Creator. The section also includes improving UI and user experience using App Manager, Lightning App Builder, Dynamic Forms, standard Lightning components, console apps, and tools like the Lightning page analyze button.
Thema 3	• Environment Management and Deployment: This section of the exam measures skills of Salesforce Administrator and covers moving metadata between environments using tools such as sandboxes, change sets, and managed or unmanaged AppExchange packages. It explains the capabilities and best practices related to deploying changes through change sets to ensure smooth and controlled migrations.
Thema 4	• Auditing and Monitoring: This section of the exam measures skills of a Salesforce Support Specialist and covers the tools used to monitor system behavior and review user activity. It includes understanding debug logs, setup audit trail, and methods for ensuring sensitive data is handled correctly in both production and sandbox environments. It also explains how to review and troubleshoot security settings, including recognizing pending updates that might affect system access.
Thema 5	• Cloud Applications: This section of the exam measures skills of Salesforce Consultant and covers the standard Salesforce capabilities that support sales and service operations. It includes features such as products, price books, schedules, orders, quotes, and the tools that help with forecasting and territory management. The section also describes how to create Salesforce Knowledge articles, manage entitlements, support service workflows, and enable interactions through chat, case feed, Omni-Channel, console apps, and Experience Cloud sites. It also introduces the broader Salesforce suite that extends core platform functionality.
Thema 6	• Process Automation: This section of the exam measures skills of Salesforce Consultant and covers choosing the right automation tools to solve complex business problems. It focuses on understanding the capabilities and limitations of declarative tools, identifying the right troubleshooting methods, and applying automation correctly within Salesforce's order of execution. This section emphasizes designing efficient, scalable automation using workflow tools, flows, and other declarative features.

Salesforce Certified Platform Administrator II Plat-Admn-301 Prüfungsfragen mit Lösungen (Q85-Q90):

85. Frage

AW Computing (AVVC) has customers in multiple countries. AWC would like to set up advanced currency management for its system.

Which two considerations should AWC be aware of prior to implementing this change to the existing system?

Choose 2 answers

- A. Historical trend reports will only use the last dated exchange rate.
- **B. When a currency is added to an organization's List of supported currencies, it cannot be deleted.**
- **C. Once enabled, advanced currency management cannot be disabled.**
- D. Opportunities will only display sales in the customer's localized currency.

Antwort: B,C

Begründung:

When a currency is added to an organization's list of supported currencies, it cannot be deleted and once enabled, advanced currency management cannot be disabled are two considerations that AW Computing should be aware of prior to implementing this change to the existing system. Adding a currency to an organization's list of supported currencies is an irreversible action that allows users to enter and view amounts in that currency for standard and custom objects that have currency fields. Enabling advanced currency management is also an irreversible action that allows administrators to define dated exchange rates for opportunities and opportunity products based on close dates or product dates instead of using static conversion rates

86. Frage

A custom object called Item has a many-to-many relationship with the Account and Quota objects. At Cloud Kicks, account owners are changed frequently while ownership of Quota records remains unchanged. When an account owner is updated, the new account owner can only see Item records if they are also the owner of the Quota record.

What step should the administrator take to give access to all Item records?

Change the data format of the Quota relationship field from master-detail to lookup.

- A. Re-assign the Quota master-detail to the primary and the
- B. Account master-detail to secondary.
- **C. Give the account owner Read access to both the Account and the Quota objects**
- D. Create a Quota criteria-based sharing rule using ISCHANGED for the Account Owner field.

Antwort: C

Begründung:

Giving the account owner Read access to both the Account and the Quota objects will give access to all Item records. Since Item is a junction object between Account and Quota, users need to have at least Read access to both parent objects to see Item records. If users have access to only one parent object, they will not be able to see Item records related to the other parent object.

References: https://help.salesforce.com/s/articleView?id=sf.relationships_manytomany.htm&type=5

id=sf.relationships_manytomany.htm&type=5

87. Frage

A sales rep at Ursa Major Solar was assigned to a role under their manager and is the record owner of several opportunities; however, the sales rep is missing from the manager's forecast.

What should the administrator review to solve this issue?

- A. Enable manager adjustments
- B. Allow Override Forecasts
- C. Enable owner adjustment
- **D. Allow Forecasting**

Antwort: D

Begründung:

Allow Forecasting is what the administrator should review to solve this issue. Allow Forecasting is a user permission that enables users to access and edit forecasts. If a user does not have this permission, they will not be able to see their own forecast or any forecasts below them in the role hierarchy. Therefore, the administrator should make sure that the sales rep has this permission enabled on their profile or permission set.

88. Frage

The administrator at Universal Containers does a soft launch of the Salesforce Authenticator app and allows users to optionally use it to log in. The administrator would now like to look at how many users have successfully used it since it was rolled out.

What are two ways the administrator can get this information?

Choose 2 answers

- A. Open the Login Access Policies in Setup which shows how many users are using MFA.
- B. The order of flow execution is unpredictable
- **C. Run a session setting report, specifying login methods by user.**

- **D. Create a new view in Identity Verification History, specifying Method.**

Antwort: C,D

Begründung:

Salesforce Authenticator is an app that allows users to verify their identity when logging in to Salesforce using two-factor authentication (2FA). 2FA adds an extra layer of security by requiring users to enter a verification code or approve a notification on their mobile device after entering their username and password.

To look at how many users have successfully used Salesforce Authenticator since it was rolled out, an administrator can use two ways:

- * A) Run a session setting report, specifying login methods by user.

A session setting report is a report that shows information about users' login sessions, such as login time, location, IP address, browser, platform, etc. A session setting report can also show the login methods used by users, such as password, verification code, or notification. By running a session setting report, specifying login methods by user, an administrator can see how many users have used Salesforce Authenticator to log in to Salesforce. References: https://help.salesforce.com/s/articleView?id=sf.reports_session.htm&type=5

- * C) Create a new view in Identity Verification History, specifying Method.

Identity Verification History is a page that shows the history of identity verification attempts for each user in the org. Identity verification history includes information such as date, time, status, method, and IP address of each attempt. By creating a new view in Identity Verification History, specifying Method as a filter criterion, an administrator can see how many users have used Salesforce Authenticator to verify their identity when logging in to Salesforce. References: https://help.salesforce.com/s/articleView?id=sf.identity_verification_history.htm&type=5

89. Frage

Cloud Kicks (CK) does business directly with individual consumers (B2C) and large businesses (B2B). Some of CK's B2C customers are employed at its larger customer accounts and should be tracked under both.

Which two options will CK need to use to manage its customers' accounts?

Choose 2 answers

- **A. Person Accounts**
- B. Leads
- C. Campaign Members
- **D. Contacts to Multiple Accounts**

Antwort: A,D

Begründung:

To manage both B2C and B2B customers, CK should use Person Accounts and Contacts to Multiple Accounts features. Person Accounts allow CK to store information about individual consumers without requiring a separate account record. Contacts to Multiple Accounts allow CK to associate a contact with multiple accounts, such as their employer and their personal account.

References: <https://help.salesforce.com/s>

https://help.salesforce.com/s/articleView?id=sf.account_person_behavior.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.account_contact_rel_overview.htm&type=5

90. Frage

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