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Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	• Salesforce Ecosystem: This section of the exam measures skills of Marketing Cloud Administrators and covers the overall Salesforce ecosystem. It focuses on understanding the different resources available for learning and skill development, recognizing how Salesforce Customer 360 products can be applied in real business use cases, and explaining how organizations make use of Salesforce in daily operations. It also highlights awareness of job roles and career opportunities within the Salesforce ecosystem.
Topic 2	• Reports & Dashboards: This section of the exam measures skills of Marketing Specialists and covers reporting and visualization in Salesforce. It includes describing how reports are built, how dashboards present insights, and how these tools help organizations monitor performance and make informed marketing decisions.
Topic 3	• Navigation: This section of the exam measures the skills of Marketing Specialists and covers how users navigate Salesforce. It tests the ability to locate and access necessary information in given scenarios and to identify where different types of Salesforce customizations take place. The emphasis is on practical system navigation that supports marketing operations.
Topic 4	• Data Model: This section of the exam measures skills of Marketing Cloud Administrators and covers Salesforce's data model. It involves understanding the relationship between core standard objects such as Accounts, Contacts, Leads, Opportunities, and Cases. The section also evaluates knowledge of ensuring data visibility through features and maintaining data integrity using the right tools in different business scenarios.

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Salesforce Certified Platform Foundations Sample Questions (Q56-Q61):

NEW QUESTION # 56
Get Cloudy Consulting (GCC) wants to build one dashboard for Leads and Opportunities. GCC want the data to be displayed based on the logged-in user's security setting.
Which type of dashboard should this be?

- A. Dynamic
- B. Standard
- C. Static

Answer: A

Explanation:
The type of dashboard that GCC should use to display data based on the logged-in user's security setting is a Dynamic dashboard. A Dynamic dashboard allows each user to see the dashboard data according to their own access level and permissions. For example, a sales manager can see the data for their entire team, while a sales rep can only see their own data4. A Static dashboard is a type of dashboard that shows the same data to all users, regardless of their access level and permissions. A Standard dashboard is a type of dashboard that shows the data based on the security setting of the dashboard running user, which is a single user that is specified when the dashboard is created or edited

NEW QUESTION # 57
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?

- A. The global Search box
- B. A report of all accounts
- C. A list view of all accounts

Answer: A

Explanation:
Using the global search box is the best way to search the account records for the desired business using the fewest clicks. The global search box is a feature that allows the user to search for records across multiple objects and fields using keywords or phrases. The global search box also supports wildcards, operators, and filters to refine the search results. For example, the user could enter "Get*" in the global search box to find all account records that start with "Get". Using a list view of all accounts would not work, because a list view is a filtered set of records that display data in a tabular format. A list view does not support wildcards or operators, and it requires more clicks to apply filters and sort the records. Using a report of all accounts would not work, because a report is a tool that displays data from one or more objects in a tabular or graphical format. A report does not support wildcards or operators, and it requires more clicks to create, run, and filter the report.

NEW QUESTION # 58
A Salesforce associate wants to learn more about an app to see if it would be a good fir for a business need, but they are not a system administrator.
Where can they learn more about the app?

- A. AppExchange
- B. Trailhead
- C. Global Search

Answer: B

Explanation:

The place where the associate can learn more about an app to see if it would be a good fit for a business need is the AppExchange. The AppExchange is a marketplace where users can find, install, and review apps, components, and solutions that are built on the Salesforce platform and are available for various purposes and industries. The associate can browse the AppExchange by category, rating, price, or keyword, and see the details, features, screenshots, and reviews of each app. Trailhead is a learning platform where users can learn new skills and earn badges and certifications, but it does not provide information about specific apps. Global Search is a feature that allows users to find records and other items in their Salesforce org, but it does not search for apps outside their org.

NEW QUESTION # 59

A Salesforce user at Get Cloudy Consulting informs the company's Salesforce associate they have moved to another department in the organization and no longer need access to Salesforce.

How should the associate change the user's access?

- A. Do nothing; the user may need to access Salesforce in the future.
- B. Deactivate the user to free up the Salesforce license.
- C. Delete the user to free up the Salesforce license.

Answer: B

Explanation:

Deactivating the user is the best way to change the user's access and free up the Salesforce license.

Deactivating a user prevents the user from logging in to Salesforce and removes the user from any assigned permission sets, queues, and groups. However, the user's record and related data are still preserved and can be reactivated if needed. Deleting the user would also free up the license, but it would also delete the user's record and related data, which may not be desirable. Doing nothing would not change the user's access or free up the license, and it would pose a security risk if the user still has the login credentials.

NEW QUESTION # 60

Get Cloudy Consulting requires a value in the Status field every time a record is created or edited.

What should they do to enforce this?

- A. Make the field required in organization-wide defaults.
- B. Make the field required in Object Manager.
- C. Make the field required with a validation rule.

Answer: B

Explanation:

Making the field required in Object Manager is the simplest way to enforce that a value is entered every time a record is created or edited.

NEW QUESTION # 61

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