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All Plat-101 online tests begin somewhere, and that is what the Plat-101 training guide will do for you: create a foundation to build on. Study guides are essentially a detailed Plat-101 training guide and are great introductions to new Plat-101 training guide as you advance. The content is always relevant, and compound again to make you pass your Plat-101 exams on the first attempt.

Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> • 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 2	<ul style="list-style-type: none"> • 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.
Topic 3	<ul style="list-style-type: none"> • 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 4	<ul style="list-style-type: none"> • 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.

Salesforce Certified Platform Foundations Sample Questions (Q105-Q110):

NEW QUESTION # 105

A sales rep at Get Cloudy Consulting asks the new Salesforce associate to give them a report showing all the active accounts for the sales rep's territory.

Where should the associate go to create a new report for Accounts?

- A. Setup
- B. Accounts tab
- C. Reports tab

Answer: C

Explanation:

The Reports tab is where the associate should go to create a new report for Accounts. The Reports tab allows the user to create, view, edit, and run reports in Salesforce. The user can select a report type, such as Accounts, Accounts with Contacts, or Accounts with Opportunities, and then add filters, groupings, charts, and other features to customize the report. The Setup menu is where the user can configure the settings and customization of Salesforce, such as creating objects, fields, workflows, and security settings. The Accounts tab is where the user can view, create, edit, and delete account records in Salesforce.

NEW QUESTION # 106

What should the account owner at Get Cloudy Consulting use to learn the sum of the amount for each opportunity?

- A. The Opportunity related list
- B. A custom report type
- C. A Roll-Up Summary field

Answer: C

Explanation:

A roll-up summary field is a field on the parent object that calculates the sum, average, min, or max of a field on the child records. It can be used to learn the sum of the amount for each opportunity related to an account.

NEW QUESTION # 107

Get Cloud Consulting (GCC) currently uses separate platform for marketing sales, commerce, service, and information technology. As GCC continues to grow, it decides to move all departments onto Salesforce. What would provide GCC the most benefit by moving to the Salesforce Platform?

- A. Salesforce provides a complete view of a company's customers on one unified platform.
- B. Salesforce increases security by only requiring employees to remember one password.
- C. Salesforce saves companies money by eliminating the need to purchase licenses for multiple systems.

Answer: A

Explanation:

The most benefit that GCC would get by moving to the Salesforce Platform is that it provides a complete view of a company's customers on one unified platform. This means that GCC can access and manage all the data and processes related to its marketing, sales, commerce, service, and IT departments from one place, without having to switch between different systems or platforms. This also enables GCC to have a 360-degree view of its customers, which helps it deliver personalized and consistent experiences across all touchpoints.

NEW QUESTION # 108

A Salesforce associate wants to update an opportunity record they just closed. Which relationship is standard as a Lookup field on an opportunity?

- A. Quote
- B. Account
- C. Stage

Answer: B

Explanation:

The account relationship is a standard lookup field on an opportunity. A lookup field allows the user to select a record from another object and link it to the current record. The account field on an opportunity allows the user to select an account that the opportunity is related to. The stage relationship is not a lookup field, but a picklist field that indicates the sales stage of the opportunity, such as Prospecting, Negotiation, or Closed Won. The quote relationship is not a standard lookup field, but a custom lookup field that can be created to link an opportunity to a quote. A quote is a record that shows proposed prices for products and services.

NEW QUESTION # 109

Which relationship type exists between Accounts and Contacts?

- A. Lookup
- B. Self
- C. Master-detail

Answer: A

Explanation:

The relationship type between accounts and contacts is a lookup relationship. A lookup relationship links two objects together, but does not affect security, ownership, or deletion. A master-detail relationship is a type of lookup relationship that creates a parent-child relationship between two objects, where the child records inherit the security and ownership of the parent record, and are deleted when the parent record is deleted. A self relationship is a type of lookup relationship that links an object to itself, creating a hierarchy of records.

NEW QUESTION # 110

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The Salesforce Certified Platform Foundations (Plat-101) certification helps you advance your career and even secure a pay raise. Today, the Salesforce certification is an excellent choice for career growth, and to obtain it, you need to pass the Plat-101 exam which is a time-based exam. To prepare for the Plat-101 Exam successfully in a short time, it's essential to prepare with real Plat-101 exam questions. If you don't prepare with Plat-101 updated dumps, you will fail and lose time and money.

