

# Free PDF Quiz Newest Salesforce - Plat-101 - Exam Salesforce Certified Platform Foundations PDF



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## Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• Reports &amp; 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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• 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.</li></ul>

Topic 4	<ul style="list-style-type: none"><li>• 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.</li></ul>
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Unlike many other learning materials, our Plat-101 study materials are specially designed to help people pass the exam in a more productive and time-saving way, and such an efficient feature makes it a wonderful assistant in personal achievement as people have less spare time nowadays. On the other hand, Plat-101 Study Materials are aimed to help users make best use of their sporadic time by adopting flexible and safe study access.

### Salesforce Certified Platform Foundations Sample Questions (Q14-Q19):

#### NEW QUESTION # 14

Get Cloudy Consulting trains its new employee in a partial sandbox named New Employee; An employee completes the training in the sandbox and is ready to sign in to the production org. However, an error message pops up indicating an invalid username or password. The employee is using their sandbox username and password to sign in to production.

What is needed to solve this error?

- A. Creating a different password for the production org
- B. Creating a new username for the production org
- C. Removing New Employee appendix from the sandbox username

**Answer: C**

Explanation:

The solution to the error is to remove New Employee appendix from the sandbox username. When you create a sandbox, Salesforce appends the sandbox name to all usernames in the sandbox copy, so that they don't conflict with usernames in the production org. To sign in to the production org, the employee needs to use their original username without the sandbox name.

#### NEW QUESTION # 15

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

- A. A custom report type
- B. The Opportunity related list
- 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 # 16

Get Cloudy Consulting (GCC) has a Contact that works at two different Accounts. How should GCC related this Contact to two Accounts?

- A. Create two contact records
- B. Merge the two Account records
- C. Use Contacts to multiple Accounts

**Answer: C**

Explanation:

Contacts to multiple accounts is a feature that allows a contact to be related to more than one account. This is useful for scenarios where a contact works at multiple companies or has different roles at different accounts.

Creating two contact records would result in duplicate data and confusion. Merging the two account records would not solve the problem of relating the contact to two accounts.

#### NEW QUESTION # 17

A Salesforce associate at Get Cloudy Consulting is working with a user to view multiple records and their related records on the same screen. Currently, the user uses multiple browser tabs.

Which app should the associate recommend for the user to view multiple records and their related records on one screen?

- A. Salesforce Lightning Page
- B. Salesforce Dashboard
- C. Salesforce Lightning Console

**Answer: C**

Explanation:

The Salesforce Lightning Console is an app that allows the user to view multiple records and their related records on one screen, using tabs and subtabs. This can improve the user's productivity and efficiency.

#### NEW QUESTION # 18

To which Team should a Salesforce associate be added to gain access to an Account and its related opportunities?

- A. Account Team
- B. Lead Team
- C. Opportunity Team

**Answer: A**

Explanation:

The account team is the team that a Salesforce associate should be added to gain access to an account and its related opportunities. The account team is a feature that allows the user to share an account and its related records, such as contacts, opportunities, and cases, with other users who play a role in the account. The account team can include different team members with different roles and access levels. For example, the account team could include a sales rep, a sales manager, a product specialist, and a customer service agent.

The opportunity team is a feature that allows the user to share an opportunity and its related records, such as products, quotes, and activities, with other users who work on the opportunity. The opportunity team does not grant access to the account or its other related records, such as contacts or cases. The lead team is a feature that allows the user to share a lead and its related records, such as tasks, events, and notes, with other users who work on the lead. The lead team does not grant access to the account or its related records, such as contacts or opportunities.

#### NEW QUESTION # 19

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