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Which one of the following best describes the concept of pooling? - ANSWER ☒
The concept of pooling is that insureds share the cost of each other's losses

As a single mother on a very tight budget, Ciara is tempted to skimp on her insurance. However, her friend Mehmet tells her not to skimp on insurance, because it will help manage her cash flows. Which one of the following examples best illustrates Mehmet's point? - ANSWER ☒ When her car's windshield breaks, Ciara has to pay only \$100 of the \$600 cost of replacing it

Shelton Industries experienced a fire in its manufacturing plant. Several employees suffered burns and smoke inhalation injuries as they tried to escape the building. Which one of Shelton Industries' commercial property-casualty policies would pay for the employees' injuries and illnesses? - ANSWER ☒ Workers compensation insurance

Coverage for money and other business property from various causes of loss such as burglary, robbery, theft, and employee dishonesty typically is provided by - ANSWER ☒ Commercial crime insurance

All of the following are types of private insurers, EXCEPT: - ANSWER ☒ State workers compensation funds

The state of Maryland operates a residual auto plan (the Maryland Auto Insurance Fund—MAIF) that provides coverage for drivers who are unable to obtain coverage from private insurers. Which one of the following is the best rationale for

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Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 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">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.

Salesforce Certified Platform Foundations Sample Questions (Q112-Q117):

NEW QUESTION # 112

A Salesforce associate has been asked to identify all contacts that have had interactions with their company in the last year. What should the associate do to identify these contacts?

- **A. Look at the last related activity date.**
- B. Look at the active field.
- C. Look at the contact's Last Modified Date.

Answer: A

Explanation:

The last related activity date is a field on the contact object that shows the date of the most recent task or event related to the contact. This can be used to identify contacts that have had interactions with the company in the last year.

NEW QUESTION # 113

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 with a validation rule.
- **C. Make the field required in Object Manager.**

Answer: C

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 # 114

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 # 115

A Salesforce associate wants to filter a Lead report by a secondary industry field.

Who would the associate typically work with to get a new field added in their Salesforce org?

- A. Salesforce Technical Architect
- B. Salesforce Administrator
- C. Salesforce Developer

Answer: B

Explanation:

The person that the associate would typically work with to get a new field added in their Salesforce org is a Salesforce Administrator. A Salesforce Administrator is someone who configures and manages the Salesforce platform for their organization. They can create and customize objects, fields, layouts, reports, dashboards, and other features to meet the specific needs of their users.

NEW QUESTION # 116

Get Cloudy Consulting wants to confirm the data type of the Account Sources field on Account object. Which editing the Account, the Account Sources field has several predefined values that can be selected.

Which type of field is Account Source?

- A. Formula
- B. Text Area
- C. Picklist

Answer: C

Explanation:

The Account Source field is a picklist type of field. A picklist field is a type of field that allows the user to select a value from a predefined list of values, which ensures data consistency and accuracy. For example, the Account Source field could have values such as Web, Phone, Referral, and so on. A formula field is a type of field that calculates a value based on an expression or formula, which can reference other fields, functions, or constants. For example, a formula field could calculate the commission amount based on the opportunity amount and the commission rate. A text area field is a type of field that allows the user to enter up to 255 characters of free-form text, which can include multiple lines and spaces. For example, a text area field could capture the description or notes of an account or an opportunity.

NEW QUESTION # 117

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