

Reliable Salesforce Plat-101 Cram Materials, PDF Plat-101 VCE



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Salesforce Plat-101 Exam Overview:

Certification Vendor:	Salesforce
Exam Name:	Salesforce Certified Platform Foundations Exam (Plat-101)
Exam Number:	PLAT-101
Real Exam Qty:	40 multiple-choice questions + up to 5 unscored questions
Related Certifications:	Salesforce Certified Platform App Builder Salesforce Certified Marketing Cloud Engagement Foundations Salesforce Certified Platform Administrator
Exam Format:	Multiple-select (possible), Multiple-choice, Unscored pilot questions included
Exam Price:	USD 75 / JPY 10,000 (plus applicable taxes)
Certificate Validity Period:	Not explicitly stated (Salesforce certifications typically require periodic maintenance via Trailhead maintenance modules)
Passing Score:	62%
Exam Duration:	70 minutes
Available Languages:	English, Japanese, French
Recommended Training:	Salesforce Certification Exam Guide (Platform Foundations) Salesforce Trailhead Platform Foundations Trailmix

Exam Registration:	Salesforce Certification Help / Exam Guide Official Salesforce Certification Exam Registration
Sample Questions:	Salesforce Plat-101 Sample Questions
Exam Way:	Online proctored or onsite testing center
Pre Condition:	None (recommended up to ~6 months Salesforce user experience)
Official Syllabus URL:	https://trailheadacademy.salesforce.com/certificate/exam-platform-foundations---Plat-101

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Plat-101 Test Guide - Plat-101 Actual Exam & Plat-101 Pass-Sure Torrent

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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	• 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 3	• 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 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.

Salesforce Certified Platform Foundations Sample Questions (Q110-Q115):

NEW QUESTION # 110

Get Cloudy Consulting currently stores information about its customers and partners in the Account object.

There are a few details specific to partners that are not applicable to customers.

What is the recommended way to display only the information applicable to each group?

- A. Use Account for customers and create a custom object for partners.
- B. Create custom object called Partner and Customer
- **C. Create record types on Account called Partner and Customer**

Answer: C

Explanation:

Creating record types on Account called Partner and Customer is the recommended way to display only the information applicable

to each group. Record types allow different page layouts, picklist values, and business processes to be assigned to different users based on their profile. For example, the Partner record type could have a page layout that includes fields specific to partners, such as Partner Type, Partner Level, and Partner Status. The Customer record type could have a different page layout that excludes those fields. Using Account for customers and creating a custom object for partners would not be advisable, because it would create data silos and make reporting and sharing more difficult. Creating custom objects called Partner and Customer would not make sense, because they are both types of accounts and should use the standard Account object.

NEW QUESTION # 111

Cloud Kicks (CK) became a North American subsidiary of Get Cloudy Consulting (GCC).

What should the Salesforce associate do to show that GCC is part of the CK portfolio when creating the CK Account record?

- A. Add Get Cloudy Consulting to the Parent Account field
- B. Select New on the child accounts related list.
- C. View account hierarchy and select Add Child Account.

Answer: A

Explanation:

The thing that the associate should do to show that GCC is part of the CK portfolio when creating the CK Account record is to add Get Cloudy Consulting to the Parent Account field. The Parent Account field is a standard field on the Account object that allows the user to link an account to another account that is its parent company. This way, the user can create an account hierarchy that shows the relationships between parent accounts and their subsidiaries. The user can enter the name of the parent account in the Parent Account field when creating or editing an account record. Viewing account hierarchy and selecting Add Child Account or selecting New on the child accounts related list are not the correct actions to show that GCC is part of the CK portfolio, because they are used to create a new account that is a subsidiary of an existing account, not to link an existing account to another existing account.

NEW QUESTION # 112

The Salesforce account executive for Get Cloudy Consulting (GCC) advises the company to use United Clouds to assist with its transition to using Salesforce as its CRM. GCC also plans to add an app in Salesforce from Connected Mail.

What is the role of each of these companies?

- A. Get Cloudy Consulting - Customer Connected Mail - Consultant - United Clouds - Partner
- B. Get Cloudy Consulting - Customer Connected Mail - Product United Clouds - partner Independent Software Vendor (ISV)
- C. Get Cloudy Consulting - Customer Connected Mail - independent Software Vendor (ISV) United Clouds - Partner

Answer: C

Explanation:

The role of each of these companies is as follows:

* Get Cloudy Consulting - Customer: GCC is the customer of Salesforce, which means it uses Salesforce products and services to run its business.

* Connected Mail - Independent Software Vendor (ISV): Connected Mail is an ISV, which means it develops and sells applications that are built on the Salesforce platform and are available on the AppExchange.

* United Clouds - Partner: United Clouds is a partner of Salesforce, which means it provides consulting, implementation, integration, or training services to help customers succeed with Salesforce.

NEW QUESTION # 113

Get Cloud Consulting (GCC) has started to use Salesforce for its sales and service divisions. GCC would like to automate a process and understands this can be done through declarative and programmatic solutions.

Which approach should GCC explore first?

- A. A programmatic approach, as it is more customizable.
- B. A programmatic approach, unless there is a lack of resources
- C. A declarative approach, as it allows for quicker and simpler problem resolution

Answer: C

The approach that GCC should explore first to automate a process is a declarative approach, as it allows for quicker and simpler problem resolution. A declarative approach means that GCC can use point-and-click tools and drag-and-drop interfaces to create and modify applications, workflows, rules, and logic, without writing any code. This makes it easier and faster for GCC to build and customize solutions that meet its business needs, without requiring any programming skills or resources.

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

- Answer: A**

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.

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