

Plat-101 Unlimited Exam Practice | Valid Plat-101: Salesforce Certified Platform Foundations



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Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 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.

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Plat-101 Questions [2026] - Salesforce Plat-101 Exam Dumps

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Salesforce Certified Platform Foundations Sample Questions (Q121-Q126):

NEW QUESTION # 121

Get Cloudy Consulting (GCC) wants to customize its Sales application's Home tab with additional components. Outside of the org, where should GCC's Salesforce associate go to collaborate with others on solutions that might resonate with GCC users?

- **A. Ask a question In a Trailblazer Community Group.**
- B. Search for modules in Trailhead.
- C. Explore documents In Help and Training.

Answer: A

Explanation:

The best place for GCC's Salesforce associate to go to collaborate with others on solutions that might resonate with GCC users is to ask a question in a Trailblazer Community Group. A Trailblazer Community Group is a forum where Salesforce users, partners, customers, and employees can connect, share, and learn from each other. There are groups for different topics, regions, industries, and roles. The associate can join a group that is relevant to their needs and interests, and post a question or a discussion to get feedback and ideas from other members. Exploring documents in Help and Training or searching for modules in Trailhead are also useful ways to learn more about Salesforce, but they are not as interactive and collaborative as asking a question in a Trailblazer Community Group.

NEW QUESTION # 122

A manager is creating a dashboard for their team and wants each team member to receive a copy of the dashboard results by email each week.

What should the team members do to ensure they receive their weekly results?

- **A. Subscribe to the dashboard**
- B. Follow the dashboard
- C. Like the dashboard.

Answer: A

Explanation:

The action that the team members should do to ensure they receive the weekly results of the dashboard by email is to subscribe to the dashboard. Subscriptions let users schedule dashboards to run at regular intervals and send notifications to them or other recipients by email or Chatter. Users can also set conditions for when the notifications are sent, such as when the dashboard returns

no results or the results change.

NEW QUESTION # 123

Salesforce is built on objects like Account, Contact, and Opportunity.

What is a representation of an object?

- A. A spreadsheet where the records are rows and the fields are columns
- B. Physical visualization of an Account, Contact, or Opportunity
- C. A set of relationships that link an Account, Contact, or Opportunity

Answer: A

Explanation:

A spreadsheet is a representation of an object, where the records are rows and the fields are columns. An object is a collection of records that have the same fields, such as account, contact, or opportunity.

NEW QUESTION # 124

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. A Roll-Up Summary field
- C. The Opportunity related list

Answer: B

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 # 125

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

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

Answer: A

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 # 126

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