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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">• 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 4	<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.
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Salesforce Certified Platform Foundations Sample Questions (Q54-Q59):

NEW QUESTION # 54

A Salesforce associate is asked to review all the objects within their company's instance. They also need to identify which are custom objects.

Where should the associate go to see this information?

- A. Global Search
- B. Object Manager
- C. App Launcher

Answer: C

Explanation:

The Object Manager is where the associate should go to see the information about all the objects within their company's instance and identify which are custom objects. The Object Manager allows the user to view and manage the metadata of standard and custom objects in Salesforce, such as fields, page layouts, record types, buttons, and actions. The Object Manager can be accessed by clicking the Setup icon in the header, then clicking Object Manager. The custom objects are indicated by a blue icon with a white asterisk, while the standard objects are indicated by a gray icon with a white letter. The App Launcher is where the user can access all the apps and objects in Salesforce, such as Sales, Service, Marketing, and so on. The App Launcher does not show the information about the objects, such as fields, page layouts, or record types. The Global Search is where the user can search for records across multiple objects and fields using keywords or phrases.

The Global Search does not show the information about the objects, but only the records that match the search criteria.

NEW QUESTION # 55

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 Object Manager.
- B. Make the field required in organization-wide defaults.
- C. Make the field required with a validation rule.

Answer: A

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 # 56

A Salesforce associate recently relocated from Get Cloudy Consulting's San Francisco office to its new London office. The associate wants to change their work hours information in the Salesforce org to reflect their new time zone. Which method is easiest to change these settings?

- A. Go to Setup -> Company Information -> Default Time Zone
- B. Submit a case with Salesforce support
- **C. Go to Settings -> Personal Information -> My Work Information**

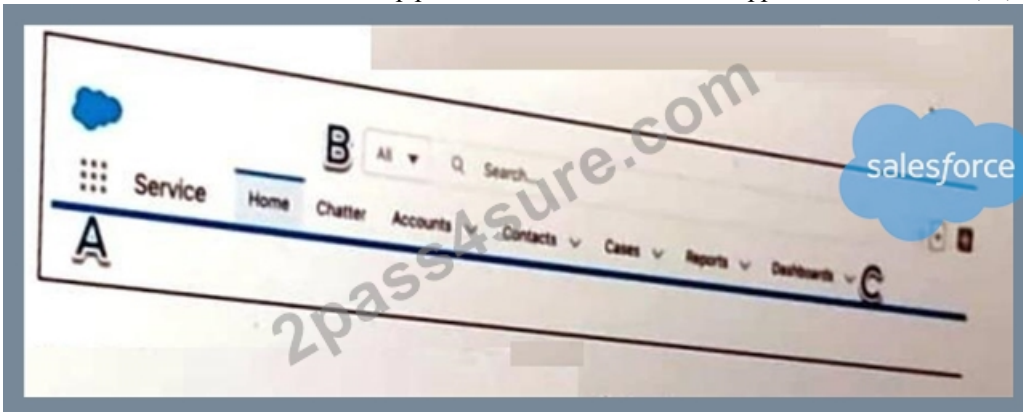
Answer: C

Explanation:

The easiest method to change the work hours information in the Salesforce org to reflect the new time zone is to go to Settings -> Personal Information -> My Work Information, and select the appropriate time zone from the drop-down menu.

NEW QUESTION # 57

Refer to the screenshot that shows the top portion of the Salesforce Service app with areas labeled A, B, and C.



Get Cloudy Consulting (GCC) offers sales and services consoles to meet the various needs of its end users? Where should GCC's end users go to change to the Sales Console.

- A. A dropdown in the navigation bar (Label C)
- B. Search bar (Label B)
- **C. App Launcher icon (Label A)**

Answer: C

Explanation:

The place where GCC's end users should go to change to the Sales Console is the App Launcher icon (Label A). The App Launcher is a menu that allows users to access all the apps and items in their Salesforce org. The Sales Console is one of the apps that can be found in the App Launcher. The user can search for "Sales Console" in the App Launcher and select it to switch to the Sales Console app. The Sales Console is a standard Salesforce Lightning console app that meets all the sales needs. The Search bar (Label B) is a feature that allows users to find records and other items in their Salesforce org, but it does not search for apps outside their org. The dropdown in the navigation bar (Label C) is a menu that allows users to switch between different tabs and items within the current app, but it does not show other apps.

NEW QUESTION # 58

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 application to each group?

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

Answer: A

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 # 59

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