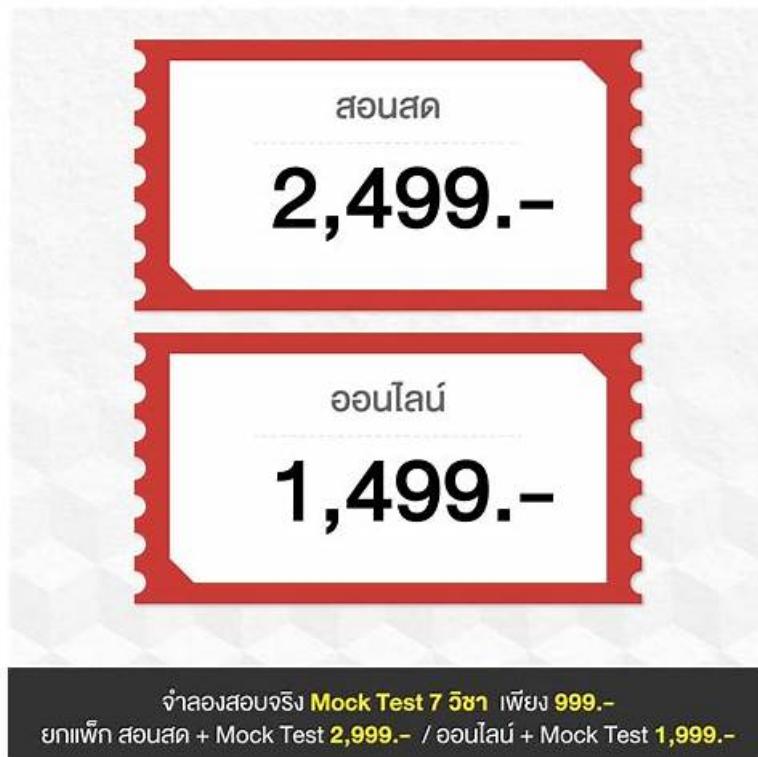


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### Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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>

## Salesforce Certified Platform Foundations Sample Questions (Q78-Q83):

### NEW QUESTION # 78

A Salesforce standard profile end user is looking for specific information on an Opportunity record page.

They are overwhelmed by the required scrolling to see the page.

What should the user do to simplify the page to see only what they want?

- A. Change page layout assignment.
- B. Collapse detail sections.**
- C. Remove activities.

### Answer: B

Explanation:

Collapsing detail sections is a way to simplify the page to see only what the user wants, as it will hide the fields in that section and reduce the scrolling.

### NEW QUESTION # 79

Get Cloudy Consulting (GCC) has recently been onboarded as a Salesforce customer. GCC wants to enroll its in-house IT administration team in a Salesforce instructor-led training workshop.

Which resource provides virtual and in-person learning that should help the team accelerate their Salesforce knowledge?

- A. Trailhead Community
- B. Salesforce Help
- C. Trailhead Academy**

### Answer: C

Explanation:

Trailhead Academy is the resource that provides virtual and in-person learning that should help the in-house IT administration team of Get Cloudy Consulting accelerate their Salesforce knowledge. Trailhead Academy offers instructor-led training workshops, certification preparation courses, and custom learning programs for various Salesforce roles and products.

## NEW QUESTION # 80

How should a Salesforce associate ensure a dashboard has the most current data?

- A. By opening the dashboard
- B. **By clicking refresh**
- C. By refreshing the browser

**Answer: B**

Explanation:

To ensure a dashboard has the most current data, you need to click refresh on the dashboard page. Refreshing the browser or opening the dashboard will not update the data in the dashboard components3. You can also schedule a dashboard to refresh automatically at regular intervals

## NEW QUESTION # 81

Get Cloudy Consulting wants to group its contacts by Region for reporting.

What data type should the Salesforce associate recommend for this new Region field?

- A. Multi-select picklist
- B. Text
- C. **Picklist**

**Answer: C**

Explanation:

When grouping contacts by a specific category like Region for reporting, the recommended data type is a Picklist. Picklists ensure data consistency by restricting input to predefined values, making it easier to categorize and analyze data in reports.

- \* A. Multi-select picklist: While this allows multiple values for a single record, it complicates reporting and grouping.
- \* C. Text: A text field lacks standardized input, increasing the risk of inconsistent data and reporting challenges.

References from Salesforce Documentation:

- \* Custom Field Types
- \* Picklists in Reports

## NEW QUESTION # 82

A Salesforce associate wants a visual summary of opportunities in a list view. The associate would like to summarize, filter, and move opportunities along the pipeline.

What should they do to meet this requirement?

- A. Create an Opportunity Summary report.
- B. **Create an Opportunities Kanban View.**
- C. Create an Opportunity List View.

**Answer: B**

Explanation:

The opportunities Kanban view is a visual summary of opportunities in a list view, where the associate can summarize, filter, and move opportunities along the pipeline by dragging and dropping them.

## NEW QUESTION # 83

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