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Salesforce Plat-Admn-301 Exam Syllabus Topics:

Topic	Details
Topic 1	• Cloud Applications: This section of the exam measures skills of Salesforce Consultant and covers the standard Salesforce capabilities that support sales and service operations. It includes features such as products, price books, schedules, orders, quotes, and the tools that help with forecasting and territory management. The section also describes how to create Salesforce Knowledge articles, manage entitlements, support service workflows, and enable interactions through chat, case feed, Omni-Channel, console apps, and Experience Cloud sites. It also introduces the broader Salesforce suite that extends core platform functionality.

Topic 2	• Environment Management and Deployment: This section of the exam measures skills of Salesforce Administrator and covers moving metadata between environments using tools such as sandboxes, change sets, and managed or unmanaged AppExchange packages. It explains the capabilities and best practices related to deploying changes through change sets to ensure smooth and controlled migrations.
Topic 3	• Data and Analytics Management: This section of the exam measures skills of Salesforce Data Analyst and covers data quality assessment, data enrichment, and duplicate management. It explains how to choose appropriate reporting and analytics tools for advanced requirements, including custom report types, snapshots, formulas, joined reports, and dashboard configurations. It also covers methods for connecting external data sources using big objects, external objects, data warehouses, data lakes, and Salesforce Connect. Finally, it describes the suitable tools and methods for importing data, including Data Loader, Data Import Wizard, and external IDs.
Topic 4	• Process Automation: This section of the exam measures skills of Salesforce Consultant and covers choosing the right automation tools to solve complex business problems. It focuses on understanding the capabilities and limitations of declarative tools, identifying the right troubleshooting methods, and applying automation correctly within Salesforce's order of execution. This section emphasizes designing efficient, scalable automation using workflow tools, flows, and other declarative features.

Salesforce Certified Platform Administrator II Sample Questions (Q101-Q106):

NEW QUESTION # 101
A custom object called Item has a many-to-many relationship with the Account and Quota objects. At Cloud Kicks, account owners are changed frequently while ownership of Quota records remains unchanged. When an account owner is updated, the new account owner can only see Item records if they are also the owner of the Quota record.
What step should the administrator take to give access to all Item records?
Change the data format of the Quota relationship field from master-detail to lookup.

- A. Create a Quota criteria-based sharing rule using ISCHANGED for the Account Owner field.
- B. Account master-detail to secondary.
- C. Give the account owner Read access to both the Account and the Quota objects
- D. Re-assign the Quota master-detail to the primary and the

Answer: C

Explanation:
Giving the account owner Read access to both the Account and the Quota objects will give access to all Item records. Since Item is a junction object between Account and Quota, users need to have at least Read access to both parent objects to see Item records. If users have access to only one parent object, they will not be able to see Item records related to the other parent object.
References: https://help.salesforce.com/s/articleView?
id=sf.relationships_manytomany.htm&type=5

NEW QUESTION # 102
A sales rep at Ursa Major Solar was assigned to a role under their manager and is the record owner of several opportunities; however, the sales rep is missing from the manager's forecast.
What should the administrator review to solve this issue?

- A. Enable manager adjustments
- B. Enable owner adjustment
- C. Allow Forecasting
- D. Allow Override Forecasts

Answer: C

Explanation:
Allow Forecasting is what the administrator should review to solve this issue. Allow Forecasting is a user permission that enables users to access and edit forecasts. If a user does not have this permission, they will not be able to see their own forecast or any

forecasts below them in the role hierarchy. Therefore, the administrator should make sure that the sales rep has this permission enabled on their profile or permission set.

NEW QUESTION # 103
Person accounts were recently activated at Cloud Kicks.
There are three record types for accounts:
* B2B customer
* B2C Customer
* External Partner
There are two record types for leads:
* B2B Lead
* B2CLead
The test team finds that when the Convert button is clicked on a B2C Lead record, only the B2B Customer and External Partner account record types are available choices on the Conversion Layout.
What should the administrator do to correct this issue?

- A. Hide the Record Type field on the Account section of the Conversion Layout.
- B. Change organization-wide default settings for contacts to Controlled by Parent.
- C. Build a process that updates the record type field to B2C Customer after conversion.
- D. Use a validation rule to ensure the company name on B2C Leads is blank.

Answer: C

Explanation:
Building a process that updates the record type field to B2C Customer after conversion will correct this issue.
The conversion layout for person accounts does not allow selecting different record types for accounts and contacts. The default record type for person accounts is determined by the organization-wide default settings.
However, a process can be triggered after conversion to update the record type field based on the lead record type or other criteria.
References: https://help.salesforce.com/s/articleView?id=sf.
convert_leads_considerations.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.
convert_leads_mapping.htm&type=5

NEW QUESTION # 104
A developer is getting errors for Production deployment. The test deployment in the Full sandbox, which included a local test run, was successful. The Full sandbox was last refreshed 2 weeks ago.
Where should the administrator check to see what was recently changed?

- A. Field History
- B. Setup Audit Trail
- C. Dev Console
- D. Salesforce Optimizer

Answer: B

Explanation:
Setup Audit Trail is a tool that tracks the recent setup changes made by anyone in an org. It can help identify who made what changes and when, as well as any errors or failures that occurred during the changes. Setup Audit Trail can help troubleshoot deployment issues by comparing the changes made in production with those made in sandbox

NEW QUESTION # 105
Which three fields should be used as filter criteria? Choose 3 answers

- A. A formula field that calculates a price for the listing.
- B. A phone field that provides the full phone number of the seller.
- C. A picklist field that designates the county of the listing.
- D. A number field that designates the square footage of the listing.
- E. A multi-select picklist field that designates features of the listing.

Answer: B,C,D

Explanation:
A phone field that provides the full phone number of the seller, a number field that designates the square footage of the listing, and a picklist field that designates the county of the listing should be used as filter criteria because they are fields that can be used to narrow down the report results based on specific values or ranges. A multi-select picklist field that designates features of the listing and a formula field that calculates a price for the listing should not be used as filter criteria because they are fields that cannot be filtered on in reports. References: https://help.salesforce.com/s/articleView?id=sf.reports_filtering.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.reports_fields_unavailable.htm&type=5

NEW QUESTION # 106
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