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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	• 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	• 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	• 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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Salesforce Certified Platform Foundations Sample Questions (Q102-Q107):

NEW QUESTION # 102
Get Cloudy Consulting (GCC) wants to ensure the Annual Revenue field is a positive amount and does not exceed $100.
What should GCC use to ensure to opportunities meet these standards?

- A. Default Values
- B. Validation Rules
- C. Assignment Rules

Answer: B

Explanation:
Validation rules are what GCC should use to ensure that opportunities meet the standards for the Annual Revenue field. Validation rules are a type of metadata that define a condition and an error message to display when the condition is not met. Validation rules can be used to enforce data quality and integrity by preventing users from saving records that do not meet the specified criteria. For example, a validation rule could be set up on the Opportunity object to check that the Annual Revenue field is a positive amount and does not exceed
$100. Assignment rules are a type of metadata that define how records are assigned to users or queues based on certain criteria. Assignment rules can be used to automate business processes by distributing records to the appropriate owners or teams. For example, an assignment rule could be set up on the Lead object to assign leads to sales reps based on their territory. Default values are a type of metadata that define a value that is automatically populated in a field when a new record is created, unless the user enters a different value.
Default values can be used to save time and ensure data consistency by prefilling fields with common or expected values. For example, a default value could be set up on the Lead Source field to indicate the most frequent source of leads, such as Web or Phone.

NEW QUESTION # 103
Get Cloudy Consulting (GCC) will show its data on a dashboard where the data is visualized within a range.
Which dashboard component type should GCC use?

- A. Metric
- B. Chart
- C. Gauge

Answer: C

Explanation:
A gauge is a dashboard component type that shows a single value within a range of custom values. A gauge is useful for showing whether a metric, such as revenue or customer satisfaction, is within a desired range. For example, a gauge could show the current revenue as a needle pointing to a green, yellow, or red zone, indicating whether the revenue is above, below, or on target. A metric is a dashboard component type that shows a single value, such as the total number of accounts or the average deal size. A metric

does not show a range of values. A chart is a dashboard component type that shows data in a graphical format, such as a pie chart, a bar chart, or a line chart. A chart is useful for showing the distribution or trend of data, but not a single value within a range.

NEW QUESTION # 104

How should an associate display the sum of all closed won Opportunity amounts at the Account level?

- A. The Opportunity related list
- B. A Roll-Up Summary field
- C. A custom report type

Answer: B

Explanation:
A roll-up summary field is the best way to display the sum of all closed won opportunity amounts at the account level. A roll-up summary field is a type of field that calculates a value from a set of related records, such as the sum, average, min, or max. A roll-up summary field can only be created on the master object of a master-detail relationship, and it can only calculate values from the detail object. For example, a roll-up summary field called Total Revenue could be created on the Account object, and it could calculate the sum of the Amount field from the Opportunity object, where the Stage field equals Closed Won. A custom report type is a tool that allows the user to create a report based on the relationships between a primary object and its related objects. A custom report type does not display a value at the account level, but at the report level. The opportunity related list is a component that shows the related opportunities for a specific account record. The opportunity related list does not display the sum of all closed won opportunity amounts, but only the individual amounts for each opportunity.

NEW QUESTION # 105

A Salesforce user at Get Cloudy Consulting informs the company's Salesforce associate they have moved to another department in the organization and no longer need access to Salesforce.
How should the associate change the user's access?

- A. Do nothing; the user may need to access Salesforce in the future.
- B. Deactivate the user to free up the Salesforce license.
- C. Delete the user to free up the Salesforce license.

Answer: B

Explanation:
Deactivating the user is the best way to change the user's access and free up the Salesforce license.
Deactivating a user prevents the user from logging in to Salesforce and removes the user from any assigned permission sets, queues, and groups. However, the user's record and related data are still preserved and can be reactivated if needed. Deleting the user would also free up the license, but it would also delete the user's record and related data, which may not be desirable. Doing nothing would not change the user's access or free up the license, and it would pose a security risk if the user still has the login credentials.

NEW QUESTION # 106

A Salesforce associate at Get Cloudy Consulting is working with a user to view multiple records and their related records on the same screen. Currently, the user uses multiple browser tabs.
Which app should the associate recommend for the user to view multiple records and their related records on one screen?

- A. Salesforce Lightning Console
- B. Salesforce Dashboard
- C. Salesforce Lightning Page

Answer: A

Explanation:
The Salesforce Lightning Console is an app that allows the user to view multiple records and their related records on one screen, using tabs and subtabs. This can improve the user's productivity and efficiency.

NEW QUESTION # 107
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