

100% Pass Quiz 2026 Salesforce High-quality Latest Plat-Admn-201 Exam Format

Salesforce Admin 201 Exam Practice Questions With Complete Solutions (Latest Updated 2024/2025) Graded 100%

1. What should a system administrator use to disable access to a custom application for a group of users?
A. Profiles
B. Sharing rules
C. Web tabs
D. Page layouts - ✓✓A. Profiles
2. Universal Containers needs to track the manufacturer and model for specific car companies. How can the system administrator ensure that the manufacturer selected influences the values available for the model?
A. Create the manufacturer field as a dependent picklist and the model as a controlling picklist.
B. Create a lookup field from the manufacturer object to the model object.
C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.
D. Create a multi-select picklist field that includes both manufacturers and models. - ✓✓C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.
3. Sales representatives at Universal Containers need assistance from product managers when selling certain products. Product managers do not have access to opportunities, but need to gain access when they are assisting with a specific deal. How can a system administrator accomplish this?
A. Notify the product manager using opportunity update reminders.
B. Enable opportunity teams and allow users to add the product manager.
C. Use similar opportunities to show opportunities related to the product manager.
D. Enable account teams and allow users to add the product manager. - ✓✓B. Enable opportunity teams and allow users to add the product manager.

Our Salesforce Certified Platform Administrator exam questions are totally revised and updated according to the changes in the syllabus and the latest developments in theory and practice. And the study materials are based on the past years of the exam really and industry trends through rigorous analysis and summary. We carefully prepare the Plat-Admn-201 test guide for the purpose of providing high-quality products. All the revision and updating of products can graduate the accurate information about the Plat-Admn-201 Guide Torrent you will get, let the large majority of student be easy to master and simplify the content of important information. Our product Plat-Admn-201 test guide delivers more important information with fewer questions and answers, in order to easy and efficient learning.

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Plat-Admn-201 Exam Material & Exam Plat-Admn-201 Topics

In order to adapt to different level differences in users, the Plat-Admn-201 exam questions at the time of writing teaching materials with a special focus on the text information expression, as little as possible the use of crude esoteric jargon, as much as possible by everyone can understand popular words to express some seem esoteric knowledge, so that more users through the Plat-Admn-201 Prep Guide to know that the main content of qualification examination, stimulate the learning enthusiasm of the user, arouse their interest in learning.

Salesforce Plat-Admn-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • Configuration and Setup: This domain covers foundational administrative tasks including company settings, user interface configuration, user management with licenses and access controls, and implementing security measures through login restrictions and the Salesforce sharing model.
Topic 2	<ul style="list-style-type: none"> • Sales and Marketing Applications: This domain addresses sales cycle management from leads to opportunities, including productivity features, lead automation, campaign management, forecasting, and Einstein for Sales capabilities.
Topic 3	<ul style="list-style-type: none"> • Agentforce AI: This domain introduces AI-powered agents in Salesforce, covering use cases, configuration in Agent Builder, security considerations, and troubleshooting agent permissions.
Topic 4	<ul style="list-style-type: none"> • Data and Analytics Management: This domain focuses on data operations including importing, exporting, and backing up data, maintaining data quality through validation rules, and creating reports and dashboards while understanding sharing model impacts.
Topic 5	<ul style="list-style-type: none"> • Productivity and Collaboration: This domain addresses activity management, Chatter collaboration, Salesforce mobile app customization, and AppExchange applications including managed and unmanaged packages.
Topic 6	<ul style="list-style-type: none"> • Automation: This domain covers automation tools for streamlining business processes, including assignment and escalation rules, Flow configuration for various scenarios, and approval process setup.
Topic 7	<ul style="list-style-type: none"> • Object Manager and Lightning App Builder: This domain focuses on Salesforce data architecture, including object relationships, field customization, page layout management, and understanding the implications of field deletions on dependent features.

Salesforce Certified Platform Administrator Sample Questions (Q47-Q52):

NEW QUESTION # 47

A sales rep has left the company, and a Platform Administrator has been asked to re-assign all their accounts and opportunities to a new sales rep and keep the team as is. Which tool should the administrator use to accomplish this?

- A. Mass Transfer Records
- B. Dataloader.io
- C. Data Loader
- D. Data Import Wizard

Answer: A

Explanation:

The Mass Transfer Records tool is a built-in Salesforce feature designed specifically for the scenario of a person leaving the company or changing roles. It allows a Platform Administrator to select a "From" user and a "To" user and then choose specific record types to transfer, such as Accounts and Opportunities. A major advantage of this tool is that it gives the administrator the option to transfer related records (like open opportunities or cases) and keep existing teams (like Account Teams) intact during the move. While Data Loader (Option A) or Dataloader.io (Option B) could technically perform a bulk update of the "OwnerId" field, they require several steps, including exporting data, manipulating CSV files, and re-uploading. The Data Import Wizard (Option D) is primarily for creating or updating records from an external file and does not have a dedicated "transfer" function. Mass Transfer is the fastest and safest standard way to reassign ownership within the Setup menu.

NEW QUESTION # 48

How should a Platform Administrator view Currencies, Fiscal Year settings, and Business Hours in Salesforce?

- A. Feature Settings
- B. Custom Settings
- **C. Company Settings**
- D. User Management Settings

Answer: C

Explanation:

In the Salesforce Setup menu, Company Settings (formerly Company Profile) is the central location where global organizational parameters are managed. This section contains several key settings. Under Company Information, the admin can view the Org ID, default time zone, and primary currency. The Fiscal Year settings allow the admin to define whether the organization follows a standard Gregorian calendar or a custom fiscal cycle. Business Hours are used to define the working times for the organization, which is critical for calculating milestones in Service Cloud or escalation rules. If Multi-Currency is enabled, this is also where exchange rates and active currencies are managed. Viewing and configuring these settings is a foundational task for any Platform Administrator, as they establish the baseline for how data is interpreted and how time-based automation functions across the entire instance. Ensuring these are correct is vital for accurate financial reporting and maintaining service level agreements (SLAs).

NEW QUESTION # 49

When a qualified lead is converted, what happens to its related records?

- **A. All activities are attached to the resulting contact, account, and opportunity records.**
- B. Campaign history is attached to the resulting contact, account, and opportunity records.
- C. Records from custom objects are attached to the resulting contact, account, and opportunity records.
- D. Open activities only are attached to the resulting contact, account, and opportunity records.

Answer: A

Explanation:

During the Lead Conversion process, Salesforce automatically transfers the history and interaction data associated with the Lead to the newly created Account, Contact, and Opportunity. This includes all activities, meaning both Open Activities (like upcoming tasks or events) and Activity History (like past emails or logged calls) are attached to the resulting records to maintain a complete customer timeline. Campaign history is also typically associated with the resulting Contact, but the question specifically asks about "related records" in a broader sense, and the transfer of all activities is a primary mechanical function of the conversion. Option A is incorrect because custom object records do not automatically move unless specific custom mapping or code is in place. Option B is incorrect because the system does not limit the transfer to only open activities.

NEW QUESTION # 50

Universal Containers wants to track all stakeholders involved in its sales opportunities to ensure proper relationship management. Sales reps need to identify who has decision-making authority, who influences the buying process, and who serves as the primary contact for each deal. Which feature should a Platform Administrator configure to meet this requirement?

- A. Use standard fields on opportunities to track stakeholder information.
- **B. Use contact roles on opportunities to identify stakeholder involvement and influence.**
- C. Configure opportunity team members to track internal and external stakeholders.
- D. Set up account teams to track stakeholders across multiple opportunities.

Answer: B

Explanation:

Opportunity Contact Roles allow sales reps to link multiple Contacts to a single Opportunity and assign a specific "Role" to each, such as "Decision Maker," "Influencer," or "Economic Buyer." This provides the visibility needed to understand the "buying committee" for a deal. It also allows for the designation of a "Primary Contact." Opportunity Teams (Option A) are used to track internal staff working the deal. Account Teams (Option B) track collaboration at the account level but are not deal-specific. Standard fields (Option C) are insufficient for tracking a "one-to-many" relationship between an opportunity and multiple contacts with unique roles. Contact Roles are the standard feature designed exactly for stakeholder management in the sales process.

NEW QUESTION # 51

A user at Northern Trail Outfitters is having trouble logging in to Salesforce. The user's login history shows that this person has attempted to log in multiple times and has been locked out of the organization. Which two steps should a Platform Administrator take to help the user log in to Salesforce?

- A. Use the unlock button on the user's record detail page.
- B. Reset the password policies to allow the user to login.
- C. Log in as the user to unlock the user and reset the password.
- D. Reset password on the user's record detail page.

Answer: A,D

Explanation:

When a user is locked out of Salesforce due to too many incorrect login attempts, the Platform Administrator must take specific actions on the user's record detail page to restore access. First, the administrator should click the Unlock button¹⁹. This clears the lockout status immediately²⁰. Second, because the user likely forgot their credentials (causing the failed attempts), the administrator should use the Reset Password button²¹. This sends a temporary link to the user's email, allowing them to create a new password and log in successfully. "Logging in as the user" (Option A) is a troubleshooting tool for existing sessions but cannot bypass a lockout or change a password on the user's behalf. Changing "Password Policies" (Option D) would affect the entire organization and is not a valid way to help a single locked-out individual.

NEW QUESTION # 52

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