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Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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 (Q121-Q126):

NEW QUESTION # 121
A Salesforce associate has received a request to create new users for a group of new employees.
Where can the associate check the number of licenses available to be assigned to the new employees

- A. Company Information
- B. User Management Settings
- C. Salesforce Help

Answer: A

Explanation:
The company information page shows the number of licenses available to be assigned to the new employees, as well as other details about the organization.

NEW QUESTION # 122
What type of relationship do Account and Contact objects have?

- A. Master-detail
- B. Lookup
- C. Self

Answer: B

Explanation:
The Account and Contact objects have a lookup relationship. A lookup relationship is a type of relationship that links two objects together, but does not affect security, ownership, or deletion. A lookup relationship allows the user to select a record from another object and link it to the current record. For example, the Account field on the Contact object allows the user to select an account that the contact is related to. A self relationship is a type of lookup relationship that links an object to itself, creating a hierarchy of records. For example, the Reports To field on the Contact object allows the user to select another contact that the contact reports to. A master-detail relationship is a type of lookup relationship that creates a parent-child relationship between two objects, where the child records inherit the security and ownership of the parent record, and are deleted when the parent record is deleted. For example, the Account field on the Opportunity object is a master-detail relationship that links the opportunity to the account.

NEW QUESTION # 123
What should be considered before changing the field type of a custom field?

- A. There is possible data loss when changing the field type.
- B. The field is a required field that cannot be changed.

- C. The field type can be changed for all custom field.

Answer: A

Explanation:
Changing the field type of a custom field may result in data loss if the new field type is incompatible with the existing data. For example, changing a text field to a number field may cause the loss of alphanumeric values.
The field type can be changed for most custom fields, but not all. For example, changing a master-detail field to a lookup field is not allowed. The field being a required field does not affect the ability to change the field type.

NEW QUESTION # 124

How can a report of all Accounts with Opportunities be created?

- A. Use the Accounts report type.
- B. Use the Opportunities report type.
- C. Use the Accounts with Opportunities report type.

Answer: C

Explanation:
Using the Accounts with Opportunities report type is the best way to create a report of all Accounts with Opportunities. A report type defines the set of records and fields available to a report based on the relationships between a primary object and its related objects. The Accounts with Opportunities report type includes accounts that have at least one related opportunity, and allows fields from both objects to be displayed in the report. Using the Accounts report type would not work, because it would include accounts that do not have any related opportunities. Using the Opportunities report type would not work, because it would not include account fields in the report.

NEW QUESTION # 125

What is the maximum number of rows a report will display?

- A. 2,000
- B. 5,000
- C. 3,000

Answer: C

Explanation:
The maximum number of rows a report will display is 3,000. If a report returns more than 3,000 rows, only the first 2,000 rows are displayed and the rest are truncated. To see all the rows, you can export the report to a CSV file

NEW QUESTION # 126

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