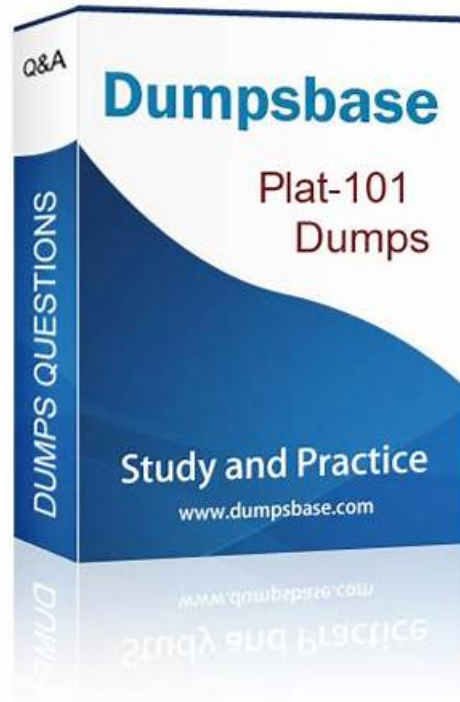


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Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> • 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 2	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • 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 4	<ul style="list-style-type: none"> • 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.

Salesforce Certified Platform Foundations Sample Questions (Q31-Q36):

NEW QUESTION # 31

A Salesforce associate wants to refresh a report and email it to an executive team each week. Which functionality of Salesforce Reports should the associate use?

- **A. Subscriptions**
- B. Notifications
- C. Refresh

Answer: A

Explanation:

The functionality of Salesforce Reports that the associate should use to refresh a report and email it to an executive team each week is subscriptions. Subscriptions let you schedule reports to run at regular intervals and send notifications to you or other recipients by email or Chatter5. You can also set conditions for when the notifications are sent, such as when the report returns no results or the results change.

NEW QUESTION # 32

Get Cloudy Consulting wants to implement an AI Agent with Agentforce. What is a feature of Agents?

- **A. Hallucination prevention**
- B. Data retention
- C. Toxicity detection

Answer: A

Explanation:

Agentforce, part of Salesforce's Einstein AI-powered tools, incorporates advanced AI models to enhance customer interactions while maintaining data integrity. A key feature of AI Agents in Salesforce is Hallucination prevention, which ensures AI-generated responses are accurate and grounded in factual data from the system. This prevents the AI from fabricating irrelevant or incorrect information.

* B. Toxicity detection: While it is an important AI feature in some systems, Salesforce Agentforce does not explicitly highlight toxicity detection as a feature.

* C. Data retention: This refers to how data is stored and managed but is not a feature specific to AI Agents.

References from Salesforce Documentation:

* Salesforce AI Overview

* Einstein AI Features

NEW QUESTION # 33

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 opportunities meet these standards?

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

Answer: A

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 # 34

A manager is creating a dashboard for their team and wants each team member to receive a copy of the dashboard results by email each week.

What should the team members do to ensure they receive their weekly results?

- A. Like the dashboard.
- **B. Subscribe to the dashboard**
- C. Follow the dashboard

Answer: B

Explanation:

The action that the team members should do to ensure they receive the weekly results of the dashboard by email is to subscribe to the dashboard. Subscriptions let users schedule dashboards to run at regular intervals and send notifications to them or other recipients by email or Chatter. Users can also set conditions for when the notifications are sent, such as when the dashboard returns no results or the results change.

NEW QUESTION # 35

Where can a Salesforce associate find information that provides a view of interactions with a contact?

- **A. Activity Timeline**
- B. Details Tab
- C. Contact History

Answer: A

Explanation:

The Activity Timeline in Salesforce provides a chronological view of all past and upcoming interactions with a contact. This includes

logged calls, emails, meetings, and tasks. It is a central feature to track engagement and manage customer relationships effectively.

* B. Details Tab: Displays static information about the contact, such as name, email, and address, but not interaction history.

* C. Contact History: Refers to changes made to a contact's field values over time, not interaction logs.

References from Salesforce Documentation:

* Activity Timeline Overview

* Working with Contacts

NEW QUESTION # 36

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