

Plat-101 Exam & Detailed Plat-101 Answers



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Detailed Plat-101 Answers & Dumps Plat-101 Questions

We aim to provide our candidates with real Salesforce vce dumps and learning materials to help you pass real exam with less time and money. Our valid Plat-101 top questions are written by our IT experts who are specialized in Plat-101 Study Guide for many years and check the updating of Plat-101 vce files everyday to make sure the best preparation material for you.

Salesforce Certified Platform Foundations Sample Questions (Q75-Q80):

NEW QUESTION # 75

Get Cloudy Consulting plans to implement Agentforce to enhance their sales team's efficiency.
Which activity does Agentforce support?

- A. Prioritizing sales activities based on lead conversion likelihood
- B. Automating emails to leads at pre-defined times
- C. Scheduling meetings with leads

Answer: A

Explanation:

Agentforce, part of Salesforce's Sales Cloud, utilizes Einstein AI and predictive analytics to enhance the efficiency of sales teams. Key capabilities of Agentforce include:

- * Lead Scoring: Using AI to assign scores based on the likelihood of conversion, allowing sales teams to prioritize activities.
 - * Opportunity Insights: Providing actionable recommendations based on historical and predictive data.
 - * Next Best Action: Offering suggestions to engage leads effectively.
 - * A. Scheduling meetings with leads: This functionality may involve Salesforce Calendar or integrated scheduling tools, not directly Agentforce.
 - * C. Automating emails to leads at pre-defined times: This is a feature of Salesforce Pardot or Marketing Cloud, not Agentforce.
- References from Salesforce Documentation:
- * Salesforce Sales Cloud Overview
 - * Einstein Lead Scoring
 - * Salesforce Associate Exam Guide

NEW QUESTION # 76

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