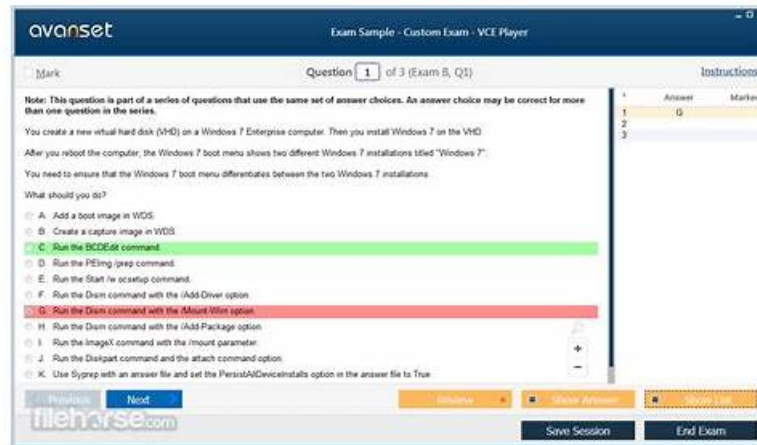


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Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<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 3	<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 4	<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.

Salesforce Certified Platform Foundations Sample Questions (Q14-Q19):

NEW QUESTION # 14

A salesforce associate wants to retrieve a record for a business but only remembers a portion of the business name. Using the fewest clicks, how should the associate search the account records for the desired business?

- A. A list view of all accounts
- B. A report of all accounts
- **C. The global Search box**

Answer: C

Explanation:

Using the global search box is the best way to search the account records for the desired business using the fewest clicks. The global search box is a feature that allows the user to search for records across multiple objects and fields using keywords or phrases. The global search box also supports wildcards, operators, and filters to refine the search results. For example, the user could enter "Get*" in the global search box to find all account records that start with "Get". Using a list view of all accounts would not work, because a list view is a filtered set of records that display data in a tabular format. A list view does not support wildcards or operators, and it requires more clicks to apply filters and sort the records. Using a report of all accounts would not work, because a report is a tool that displays data from one or more objects in a tabular or graphical format. A report does not support wildcards or operators, and it requires more clicks to create, run, and filter the report.

NEW QUESTION # 15

Get Cloudy Consulting (GCC) wants to migrate to Salesforce as its business continues to grow. GCC's needs include: Communicating available products and services to its prospective customers Improving its sales pipeline forecast and management quarterly revenue goals Offering support to customers through its website, consider for implementation?

- A. Service, Experience, and Marketing
- B. Commerce, Service, and Marketing
- **C. Sales, Service, and Marketing**

Answer: C

Explanation:

The Salesforce products that best suit GCC's needs are Sales Cloud, Service Cloud, and Marketing Cloud. Sales Cloud helps GCC communicate its products and services to its prospective customers, improve its sales pipeline forecast and management, and achieve its quarterly revenue goals⁶. Service Cloud helps GCC offer support to customers through its website, phone, email, chat, and social media channels⁷. Marketing Cloud helps GCC create personalized customer journeys across email, mobile, social, web, and more

NEW QUESTION # 16

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. Salesforce Help
- C. User Management Settings

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 # 17

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

Answer: A

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 # 18

Get Cloudy Consulting (GCC) wants to customize its Sales application's Home tab with additional components. Outside of the org, where should GCC's Salesforce associate go to collaborate with others on solutions that might resonate with GCC users?

- **A. Ask a question In a Trailblazer Community Group.**
- B. Explore documents In Help and Training.
- C. Search for modules in Trailhead.

Answer: A

Explanation:

The best place for GCC's Salesforce associate to go to collaborate with others on solutions that might resonate with GCC users is to ask a question in a Trailblazer Community Group. A Trailblazer Community Group is a forum where Salesforce users, partners, customers, and employees can connect, share, and learn from each other. There are groups for different topics, regions, industries, and roles. The associate can join a group that is relevant to their needs and interests, and post a question or a discussion to get feedback and ideas from other members. Exploring documents in Help and Training or searching for modules in Trailhead are also useful ways to learn more about Salesforce, but they are not as interactive and collaborative as asking a question in a Trailblazer Community Group.

NEW QUESTION # 19

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