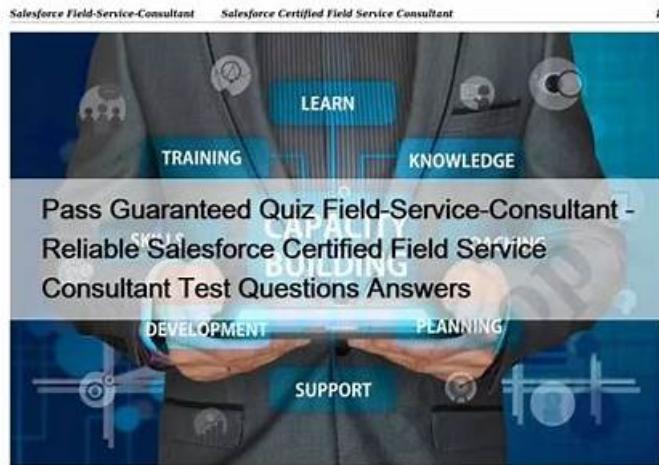


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## Salesforce Plat-Admn-301 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Process Automation: This section of the exam measures skills of Salesforce Consultant and covers choosing the right automation tools to solve complex business problems. It focuses on understanding the capabilities and limitations of declarative tools, identifying the right troubleshooting methods, and applying automation correctly within Salesforce's order of execution. This section emphasizes designing efficient, scalable automation using workflow tools, flows, and other declarative features.</li></ul>

Topic 2	<ul style="list-style-type: none"> <li>• Security and Access: This section of the exam measures the skills of Salesforce Administrator and covers how record-level access, field access, and sharing models impact data visibility across the system. It focuses on understanding controlled-by-parent relationships, territory management, role hierarchies, and access to reports, dashboards, and email folders. It also includes comparing custom profiles, permission sets, and delegated administration, along with evaluating different authentication methods. The section also addresses the structure of business models such as person accounts, standard accounts, contacts, and contact-to-multiple-account relationships.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• Environment Management and Deployment: This section of the exam measures skills of Salesforce Administrator and covers moving metadata between environments using tools such as sandboxes, change sets, and managed or unmanaged AppExchange packages. It explains the capabilities and best practices related to deploying changes through change sets to ensure smooth and controlled migrations.</li> </ul>

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## Salesforce Certified Platform Administrator II Sample Questions (Q57-Q62):

### NEW QUESTION # 57

When should an administrator consider when using Person Accounts'

- A. In a business model that needs a separate Contact and Account to be included on all Case records submitted.
- B. In a complex business model and the users find it easiest to record Opportunity information on Contacts rather than Accounts.
- **C. In a B2C business model and the consumer is the intended recipient of sales and marketing attention.**
- D. In a B2B business model and is selling to the primary contact at a business organization.

**Answer: C**

Explanation:

An administrator should consider using Person Accounts when they have a B2C business model and the consumer is the intended recipient of sales and marketing attention. Person Accounts allow administrators to store information about individual consumers without requiring a separate account record for each contact.

References: [https://help.salesforce.com/s/articleView?id=sf.account\\_person\\_behavior.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.account_person_behavior.htm&type=5)

### NEW QUESTION # 58

As part of their yearly audit, the compliance team at Cloud Kicks would like to track when a user's profile has been changed and who changed the data.

What should the administrator review to meet this requirement?

- A. Historical Trending
- B. Field History Tracking
- **C. Setup Audit Trail**
- D. Analytic Snapshot

**Answer: C**

Explanation:

The Setup Audit Trail is a tool that allows you to view and download a log of changes made in your org's Setup area. The log shows up to 20 fields of information for each change, such as who made it, when it was made, what type of change it was, and what values

were changed. You can use the Setup Audit Trail to track configuration changes directly in production and identify any unauthorized or problematic changes. One of the changes that the Setup Audit Trail tracks is when a user's profile is changed and who changed it. This means that you can use the Setup Audit Trail to see when a user's profile has been changed and who changed the data. References: <https://help.salesforce.com/s/articleView?id=sf.monitorsetup.htm&type=5>

### NEW QUESTION # 59

Cloud Kicks uses a Lightning web component to provide instructions to sales reps. An administrator needs to correct a spelling error in the displayed text in one of the Lightning web components.

What is the recommended tool to make the change?

- A. Developer Org
- B. Developer Console
- C. Salesforce Lightning Inspector
- D. **VisualStudio Code**

#### Answer: D

Explanation:

VisualStudio Code is a recommended tool to make the change in the displayed text in one of the Lightning web components. VisualStudio Code is an integrated development environment (IDE) that supports Salesforce development tools such as Salesforce Extensions for Visual Studio Code, Salesforce CLI, and Lightning Web Components. You can use VisualStudio Code to create, edit, debug, and deploy Lightning web components and other Salesforce metadata. To make the change in the displayed text, you need to open the HTML file of the Lightning web component in VisualStudio Code and modify the text element accordingly.

References: <https://developer.salesforce.com/tools/vscode> [https://developer.salesforce.com/docs/component-library/documentation/en/lwc/lwc.create\\_components](https://developer.salesforce.com/docs/component-library/documentation/en/lwc/lwc.create_components)

### NEW QUESTION # 60

Northern Trail Outfitters (NTO) has a private sharing model for records containing a customer's credit information. These records should be visible to a sales rep's manager but hidden from their colleagues.

How should an administrator adjust NTO's sharing model to ensure the correct amount of confidentiality?

- A. Add View All access for the object via the managers profile.
- B. **Create sharing rules for each manager based on the record owner.**
- C. Grant access using hierarchies via the sharing settings.
- D. Use validation rules targeting the logged-in user.

#### Answer: B

Explanation:

To ensure that sales reps' managers can view records containing customer's credit information but their colleagues cannot, NTO should grant access using hierarchies via the sharing settings. This option allows users above another user in the role hierarchy to have access to records owned by or shared with users below them in the hierarchy. References:

[https://help.salesforce.com/s/articleView?id=sf.admin\\_sharing.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.admin_sharing.htm&type=5)

### NEW QUESTION # 61

Cloud Kicks has a very large knowledge base in Salesforce. Service reps are having a hard time finding the most relevant articles because there are too many search results.

What should the administrator do to help service reps quickly narrow down the number of articles?

- A. Update Knowledge to auto-search the case's subject.
- B. **Implement and configure Data Categories.**
- C. Activate and configure Einstein Search.
- D. Delete and remove old Knowledge articles.

#### Answer: B

Explanation:

Data Categories are a way to organize and classify knowledge articles into a hierarchical structure based on topics or criteria. Data

Categories can help service reps quickly narrow down the number of articles by filtering or browsing by category. Data Categories can also be used to control the visibility and access of articles for different users or roles.

## NEW QUESTION # 62

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