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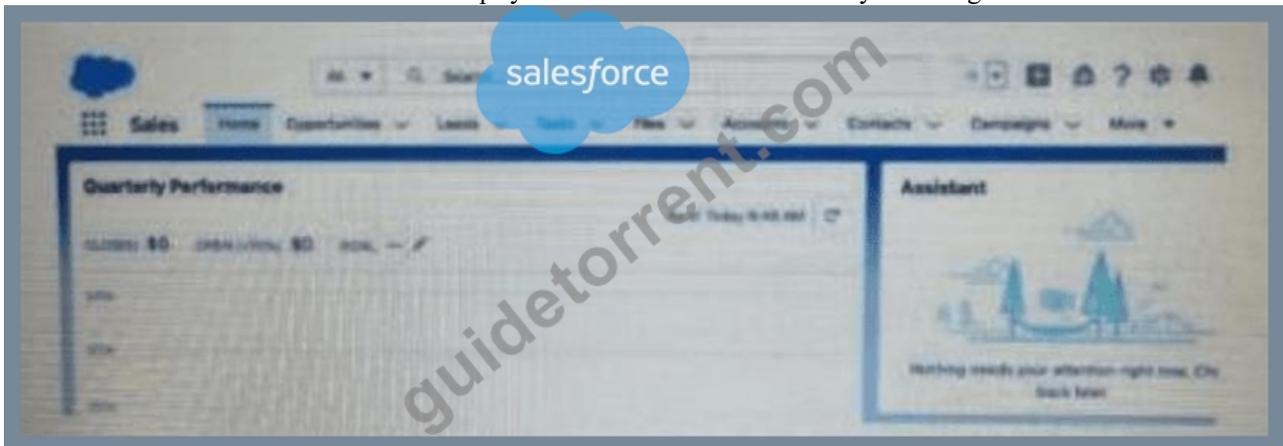
## Salesforce Plat-101 Exam Syllabus Topics:

| 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 | • 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 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 | • 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. |

# Salesforce Certified Platform Foundations Sample Questions (Q92-Q97):

**NEW QUESTION # 92**
A Salesforce associate is asked to add a new employee record to their client. Get Cloudy Consulting.



To which object should they add this record?

- A. Contacts
- B. Leads
- C. Accounts

**Answer: A**

Explanation:
The Contact object is where the associate should add the new employee record. The Contact object is used to store information about individuals who are associated with an account, such as name, phone, email, title, and role. The Contact object has a lookup relationship with the Account object, which allows the user to select an account that the contact is related to. The Accounts object is used to store information about companies or organizations that are customers, partners, or competitors. The Accounts object does not store information about individual employees. The Leads object is used to store information about potential customers who have shown interest in a product or service, but have not yet been qualified. The Leads object does not store information about existing employees.

**NEW QUESTION # 93**
Where can a org's service status and performance degradation information be found?

- A. Salesforce help
- B. Salesforce
- C. AppExchange portal

**Answer: B**

Explanation:
The Salesforce Trust site is where an org's service status and performance degradation information can be found. The Salesforce Trust site is a resource that provides transparency and real-time information about the availability, performance, security, privacy, and compliance of the Salesforce platform. The Salesforce Trust site allows the user to check the current and historical status of their org's instance, as well as subscribe to notifications and alerts about any maintenance or incidents. The AppExchange portal is a resource that provides access to thousands of apps and components that extend the functionality and features of the Salesforce platform. The AppExchange portal does not provide information about the service status and performance of the Salesforce platform. Salesforce Help is a resource that provides documentation, guides, videos, and support for Salesforce users who need assistance with using or troubleshooting Salesforce products and features. Salesforce Help does not provide information about the service status and performance of the Salesforce platform.

**NEW QUESTION # 94**
A salesforce associate is excited to find they can combine the challenge of learning new skills with the chance of winning prizes?

- A. Super badges
- B. Quests
- C. Ranks

**Answer: C**

Explanation:
The Salesforce feature that allows an associate to combine the challenge of learning new skills with the chance of winning prizes is Ranks. Ranks are a way to measure your progress and compare it with other learners on Trailhead. You can earn ranks by completing modules, projects, superbadges, and trails. Each rank has a minimum number of points and badges required to achieve it. You can also win prizes by participating in quests, which are time-limited challenges that reward you with swag, certifications, or other goodies1. Superbadges are not a feature that offers prizes, but they are a way to showcase your advanced skills and earn real-world scenario credentials2

**NEW QUESTION # 95**
A Salesforce associate is creating a report that needs to show changes uin a value over a series of point in time.
Which type of chart should the associate add to this report to help visualize these changes?

- A. Scatter
- B. Donut
- C. Line

**Answer: C**

Explanation:
The type of chart that the associate should add to the report to help visualize the changes in a value over a series of points in time is a line chart. A line chart shows how a numeric value changes over time or across categories, using a continuous line that connects the data points. A line chart is useful for showing trends, patterns, or fluctuations in the data.

**NEW QUESTION # 96**
An employee at Get Consulting recently changed their name and received a new username.
Where should these changes be updated?

- A. Contact Record page
- B. User profile page

- C. User Record page from Setup

**Answer: C**

Explanation:
The user record page from Setup is where the changes should be updated. The user record page from Setup allows the user to view and edit the information and settings of a user, such as name, username, email, profile, role, and license. The user record page from Setup can be accessed by clicking the Setup icon in the header, then clicking Users > Users, and then clicking the name of the user. The contact record page is where the user can view and edit the information of a contact, such as name, phone, email, account, and address. The contact record page does not affect the user's username or login access. The user profile page is where the user can view and edit their personal information, such as name, email, password, and language. The user profile page does not allow the user to change their username or license.

NEW QUESTION # 97
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