

# 最新Salesforce Plat-101題庫 - Plat-101考試心得



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## Salesforce Plat-101 考試大綱：

| 主題   | 簡介                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
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| 主題 1 | <ul style="list-style-type: none"><li>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.</li></ul>                                                                                                                                             |
| 主題 2 | <ul style="list-style-type: none"><li>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.</li></ul>                                                                                     |
| 主題 3 | <ul style="list-style-type: none"><li>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.</li></ul> |
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| 主題 4 | <ul style="list-style-type: none"> <li>• Reports &amp; 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.</li> </ul> |
|------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

>> 最新Salesforce Plat-101題庫 <<

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## 最新的 Platform Foundations Plat-101 免費考試真題 (Q113-Q118):

### 問題 #113

How should a Salesforce associate ensure a dashboard has the most current data?

- A. By clicking refresh
- B. By opening the dashboard
- C. By refreshing the browser

答案：A

解題說明：

To ensure a dashboard has the most current data, you need to click refresh on the dashboard page. Refreshing the browser or opening the dashboard will not update the data in the dashboard components<sup>3</sup>. You can also schedule a dashboard to refresh automatically at regular intervals

### 問題 #114

A Salesforce Associate is asked to review multiple reports from the current month's folder and bring insight into a meeting. How should the associate locate all the reports in a single location from the Report object?

- A. Click on All Reports and use the search bar
- B. Click on All Folders and use the search bar
- C. Use the Global search bar

答案：B

解題說明：

The way that the associate can locate all the reports in a single location from the Report object is to click on All Folders and use the search bar. All Folders is a menu that shows all the report and dashboard folders that the associate has access to. The associate can search for the current month's folder by entering its name or keyword in the search bar and then select it to view all the reports in that folder. Using the Global search bar or clicking on All Reports and using the search bar are not as efficient and accurate as using the All Folders menu, because they will return results from all the reports and folders, not just the current month's folder.

### 問題 #115

Get Cloudy Consulting gets 90% of its leads from trade shows. Sales reps create many lead records during these events, but they often forget to change the Lead Source field to Trade Show\*.

What approach would improve data integrity for the Lead Source field?

- A. Create a validation rule requiring the Lead Source field to equal Trade Show'.
- B. Make an assignment rule named Trade Show' to only assign leads to sales reps.
- C. Set the default value of the Lead Source field to Trade Show'.

答案： C

解題說明：

Setting the default value of the Lead Source field to Trade Show' is the best approach to improve data integrity for the Lead Source field. A default value is a value that is automatically populated in a field when a new record is created, unless the user enters a different value. Setting the default value to Trade Show' would save the sales reps time and ensure that most of the leads have the correct value for the Lead Source field.

Creating a validation rule requiring the Lead Source field to equal Trade Show' would not work, because it would prevent the user from entering any other value, such as Web, Phone, or Referral, which may not be accurate for all leads. Making an assignment rule named Trade Show' to only assign leads to sales reps would not work, because it would not affect the Lead Source field, and it would not allow the user to assign leads based on other criteria, such as territory, industry, or product.

#### 問題 #116

Which relationship type exists between Accounts and Contacts?

- A. Self
- B. Master-detail
- C. Lookup

答案： C

解題說明：

The relationship type between accounts and contacts is a lookup relationship. A lookup relationship links two objects together, but does not affect security, ownership, or deletion. A master-detail relationship is a type of lookup relationship that creates a parent-child relationship between two objects, where the child records inherit the security and ownership of the parent record, and are deleted when the parent record is deleted. A self relationship is a type of lookup relationship that links an object to itself, creating a hierarchy of records.

#### 問題 #117

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. Accounts
- B. Leads
- C. Contacts

答案： C

解題說明：

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.

#### 問題 #118

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這幾年IT行業發展非常之迅速，那麼學IT的人也如洪水猛獸般迅速多了起來，他們為了使自己以後有所作為而不斷的努力，Salesforce的Plat-101考試認證是IT行業必不可少的認證，許多人為想通過此認證而感到苦惱。今天我告訴大家一個好辦法，就是選擇PDFExamDumps Salesforce的Plat-101考試認證培訓資料，它可以幫助你們通過考試獲得認證，而且我們可以保證通過率100%，如果沒有通過，我們將保證退還全部購買費用，不讓你們有任何損失。

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