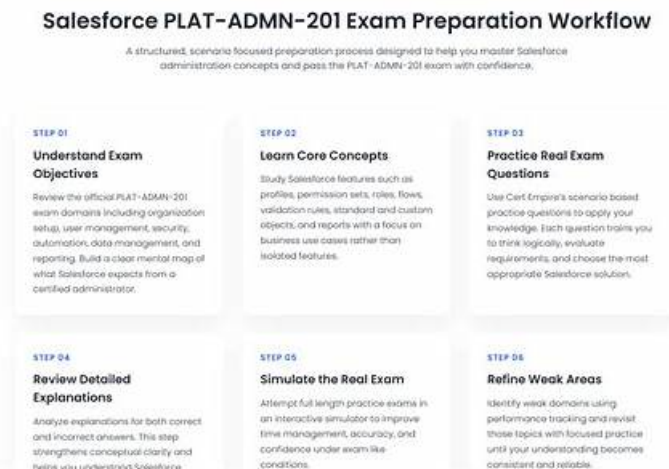


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Salesforce Plat-Admn-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> Object Manager and Lightning App Builder: This domain focuses on Salesforce data architecture, including object relationships, field customization, page layout management, and understanding the implications of field deletions on dependent features.
Topic 2	<ul style="list-style-type: none"> Sales and Marketing Applications: This domain addresses sales cycle management from leads to opportunities, including productivity features, lead automation, campaign management, forecasting, and Einstein for Sales capabilities.
Topic 3	<ul style="list-style-type: none"> Data and Analytics Management: This domain focuses on data operations including importing, exporting, and backing up data, maintaining data quality through validation rules, and creating reports and dashboards while understanding sharing model impacts.
Topic 4	<ul style="list-style-type: none"> Agentforce AI: This domain introduces AI-powered agents in Salesforce, covering use cases, configuration in Agent Builder, security considerations, and troubleshooting agent permissions.

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

NEW QUESTION # 14

A Platform Administrator at Cloud Kicks has a request from the finance team that all won opportunities over a certain value must be checked for accuracy before the deal can be considered fully closed. The assigned finance team member, as well as the sellers' manager, both must sign off on the deal, with the manager doing so first. Then, the finance team member must sign off, for a total of up to three sign-offs per opportunity. How should the administrator address this request?

- A. Create an approval process with specific steps.
- B. Create a screen flow that runs anytime an opportunity is closed.
- C. Add a Lightning web component to the opportunity page to capture the details in an approval record.
- D. Create a quick action to send emails to both the manager and the finance team member.

Answer: A

Explanation:

To manage a structured, multi-step sign-off requirement like the one described by the finance team, the Approval Process is the standard and most effective tool. An approval process allows an administrator to define a sequence of "Approval Steps." In this scenario, Step 1 would be configured to route the request to the Seller's Manager. Only after the manager approves does the record move to Step 2, which would be configured to route the request to the specific Finance Team member. This ensures the "manager first" logic is strictly enforced. Approval processes also provide a native "Approval History" related list, which serves as a vital audit trail for the finance team to verify that all necessary signatures were obtained before the deal was finalized.

Using a screen flow (Option A) or quick actions (Option C) would lack the built-in locking mechanism and formal status tracking that the Approval engine provides. A Lightning Web Component (Option B) would require significant custom coding for a process that is easily handled by standard "click-not-code" configuration.

NEW QUESTION # 15

The VP of sales at Cloud Kicks has a standard sales profile and is receiving an error message that prevents them from saving an opportunity. A Platform Administrator attempted the same edit without receiving an error. How should the administrator troubleshoot this issue?

- A. Use an AppExchange product to troubleshoot.
- B. Log in as a system administrator to troubleshoot.
- C. Ask the user for their password so the admin can log in as the user.
- D. Use 'Login as' to log in as the user.

Answer: D

Explanation:

When a specific user encounters an error that an administrator cannot replicate, the most effective troubleshooting technique is to "Login as" that user. This feature, which must be enabled in the organization's login policies, allows the administrator to see exactly what the user sees and experience the system through their specific profile, role, and sharing permissions. This is vital for identifying issues related to Validation Rules, Field-Level Security, or Record-Triggered Flows that might only trigger under specific user contexts. Logging in as a system administrator (Option A) is ineffective because administrators often bypass certain restrictions that apply to standard users. Asking for a password (Option D) is a major security violation and is never required in Salesforce. By using the "Login as" feature, the admin can pinpoint whether the error is caused by the user's data input or a specific permission conflict assigned to their profile.

NEW QUESTION # 16

When Agentforce performs its grounding check, it examines source information, the topic instructions, and scope. Which additional information does the agent look for during its grounding check?

- A. Prompt injection risks
- B. Encrypted fields

- C. The web for information verification
- D. Incompatible data types

Answer: A

Explanation:

Grounding is the process by which an AI agent retrieves and uses specific, trusted data to ensure its responses are accurate and relevant. During this process, Salesforce's Einstein Trust Layer performs several critical checks, including identifying Prompt Injection risks. Prompt injection refers to attempts by a user to "trick" the AI into ignoring its instructions or revealing sensitive data by entering malicious commands into the chat interface. By checking for these risks during the grounding phase, the agent can ensure that the instructions it uses to generate a response remain secure and aligned with company policies. While the agent respects field security,

"Encrypted fields" (Option C) are handled at the data access layer rather than as part of the linguistic grounding check. Standard Agentforce agents do not browse the open web for verification (Option D) as they are intended to remain grounded strictly in the company's verified internal data.

NEW QUESTION # 17

The administrator at Universal Containers is creating a flow with several steps. How can the administrator check their work as they are developing the flow?

- A. Perform the same steps manually via the UI
- B. Use debug logs in the Developer Console
- **C. Use the Debug tool in the flow builder**
- D. Use debug logs found in Setup

Answer: C

NEW QUESTION # 18

Cloud Kicks has hired a new sales executive who wants to implement a document merge solution in Salesforce. How should a Platform Administrator implement this solution?

- **A. Download the solution from AppExchange.**
- B. Install a package from the Partner Portal.
- C. Configure the package from Salesforce Setup.
- D. Create a managed package in AppExchange.

Answer: A

Explanation:

Salesforce does not provide a robust, native "document merge" engine that can handle complex templates, headers, and advanced formatting out of the box. Therefore, the standard practice for implementing such a solution is to download a third-party application from the AppExchange. The AppExchange is the primary marketplace for Salesforce-integrated solutions, offering popular document generation tools like Conga Composer, Nintex DocGen, or S-Docs. These tools allow administrators to create professional-grade documents (like quotes, contracts, and invoices) by merging Salesforce record data into Word, PDF, or Excel templates. As a Platform Administrator, the process involves researching the best-fit app for the requirements, installing the package into a Sandbox for testing, and then deploying it to Production. This approach is highly efficient because it leverages existing, vetted technology that is specifically designed to handle the complexities of document generation, saving the organization from trying to build a costly and difficult-to-maintain custom solution using code or complex automation.

NEW QUESTION # 19

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