

Salesforce Plat-101 Exam Guide - Plat-101 Accurate Test



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Salesforce Plat-101 Exam Syllabus Topics:

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

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Salesforce Certified Platform Foundations Sample Questions (Q119-Q124):

NEW QUESTION # 119

Salesforce is built on objects like Account, Contact, and Opportunity.
What is a representation of an object?

- A. A set of relationships that link an Account, Contact, or Opportunity
- **B. A spreadsheet where the records are rows and the fields are columns**
- C. Physical visualization of an Account, Contact, or Opportunity

Answer: B

Explanation:

A spreadsheet is a representation of an object, where the records are rows and the fields are columns. An object is a collection of records that have the same fields, such as account, contact, or opportunity.

NEW QUESTION # 120

A college wants to incorporate Salesforce into its admissions program using Program Enrollment and Course Connections.
Which Salesforce cloud provides these features as standard offerings?

- A. Marketing Cloud
- **B. Experience Cloud**
- C. Education Cloud

Answer: B

Explanation:

The Education Cloud is the cloud that provides Program Enrollment and Course Connections as standard offerings. The Education Cloud is a set of products and solutions designed specifically for educational institutions, such as schools, colleges, and universities. The Education Cloud includes the Education Data Architecture (EDA), which is a managed package that adds pre-built objects, fields, workflows, and reports to the standard Salesforce platform. Program Enrollment and Course Connections are two features of EDA that allow the user to manage the enrollment and connection of students to academic programs and courses. The Experience Cloud is a cloud that allows the creation of digital experiences, such as websites, portals, and mobile apps, for customers, partners, and employees. The Marketing Cloud is a cloud that provides tools for creating and managing personalized marketing campaigns across multiple channels, such as email, social media, web, and mobile.

NEW QUESTION # 121

A salesforce associate at Get cloudy Consulting is configuring object access. The requirements are:
Sales Manager must have the same access to Opportunities.
Marketing managers must have the same access to Campaigns.
What is the recommend approach to configuring their access?

- **A. Profiles and Permission Sets**
- B. Sharing Sets and Manual Sharing
- C. Validation and Assignment Rules

Answer: A

Explanation:

Profiles and permission sets are used to configure object access for users. Profiles define the baseline access for users based on their license type and job function. Permission sets grant additional access to users based on their functional or departmental needs. Sharing sets and manual sharing are used to configure record access for users. Validation and assignment rules are used to enforce data quality and automate business processes.

NEW QUESTION # 122

Get Cloudy Consulting (GCC) wants to simplify its sales teams Account Record page with the following recommendations:

- * Adding tabs
- * Hiding components
- * Making fields conditionally visible

Where should GCC's Salesforce associate go to draft these changes for review?

- A. Page Layouts
- B. Record Types
- C. Lightning App Builder

Answer: C

Explanation:

The Lightning App Builder is a tool that allows the associate to draft changes to the account record page, such as adding tabs, hiding components, and making fields conditionally visible, and preview them before publishing.

NEW QUESTION # 123

A Salesforce associate at Get Cloudy Consulting is working with a user to view multiple records and their related records on the same screen. Currently, the user uses multiple browser tabs.

Which app should the associate recommend for the user to view multiple records and their related records on one screen?

- A. Salesforce Dashboard
- B. Salesforce Lightning Console
- C. Salesforce Lightning Page

Answer: B

Explanation:

The Salesforce Lightning Console is an app that allows the user to view multiple records and their related records on one screen, using tabs and subtabs. This can improve the user's productivity and efficiency.

NEW QUESTION # 124

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