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Salesforce Plat-Admn-301 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• Objects and Applications: This section of the exam measures the skills of a Salesforce Business Analyst and covers selecting appropriate object and application-level solutions to meet business needs. It focuses on identifying when to use master-detail relationships, lookups, junction objects, related lists, record types, Schema Builder, and Object Creator. The section also includes improving UI and user experience using App Manager, Lightning App Builder, Dynamic Forms, standard Lightning components, console apps, and tools like the Lightning page analyze button.

Topic 3	• Data and Analytics Management: This section of the exam measures skills of Salesforce Data Analyst and covers data quality assessment, data enrichment, and duplicate management. It explains how to choose appropriate reporting and analytics tools for advanced requirements, including custom report types, snapshots, formulas, joined reports, and dashboard configurations. It also covers methods for connecting external data sources using big objects, external objects, data warehouses, data lakes, and Salesforce Connect. Finally, it describes the suitable tools and methods for importing data, including Data Loader, Data Import Wizard, and external IDs.
Topic 4	• 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.
Topic 5	• Cloud Applications: This section of the exam measures skills of Salesforce Consultant and covers the standard Salesforce capabilities that support sales and service operations. It includes features such as products, price books, schedules, orders, quotes, and the tools that help with forecasting and territory management. The section also describes how to create Salesforce Knowledge articles, manage entitlements, support service workflows, and enable interactions through chat, case feed, Omni-Channel, console apps, and Experience Cloud sites. It also introduces the broader Salesforce suite that extends core platform functionality.

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Salesforce Certified Platform Administrator II Sample Questions (Q22-Q27):

NEW QUESTION # 22
AW Computing uses a custom Invoice object to track invoices related to accounts. The administrator wants to use roll-up summary fields to view high-level information at a glance on the account record.
Which two considerations should an administrator remember about roll-up summary fields?
Choose 2 answers

- A. Roll-up summary fields are created on the master side of a master-detail relationship.
- B. Roll-up summary fields prevent the conversion of a master-detail relationship to a lookup.
- C. Rollup fields are calculated prior to save.
- D. Roll-up types include COUNT, SUM, and AVG.

Answer: A,D

Explanation:
Two considerations that the administrator should remember about roll-up summary fields are:
* Roll-up types include COUNT, SUM, and AVG. A roll-up type is a function that determines how the data from the child records is aggregated and displayed on the parent record. The available roll-up types are COUNT, which counts the number of child records; SUM, which adds up the values of a numeric field on the child records; AVG, which calculates the average value of a numeric field on the child records; MIN, which displays the lowest value of a field on the child records; and MAX, which displays the highest value of a field on the child records.
* Roll-up summary fields are created on the master side of a master-detail relationship. A master-detail relationship is a type of

relationship that links two objects together such that the master object controls certain behaviors of the detail object, such as security and deletion. A roll-up summary field is a type of field that displays a value that is calculated from child records related to a parent record. Roll-up summary fields can only be created on the master object of a master-detail relationship or on a lookup relationship if it is set as required.
The other two options are incorrect because:
* Roll-up summary fields do not prevent the conversion of a master-detail relationship to a lookup. They only prevent it if they reference a formula field that includes another relationship.
* Rollup fields are not calculated prior to save. They are calculated after save and may take some time to update.
References: https://help.salesforce.com/s/articleView?id=sf.customize_rollup_summary_fields.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.relationships_considerations.htm&type=5

NEW QUESTION # 23
Cloud Kicks has two record-triggered flows on the same object. One flow creates a child record when criteria are met. The second record-triggered flow is based on criteria to check if the child record exists and updates a field. The field on the child record that needs to be updated Is still null after the second record trigger.
What should the administrator do to resolve this issue?

- A. flows into schedule flows and have them update the field.
- B. Combine the two flows into one with checks to see which part of the flow needs to be run.
- C. Have the record-triggered flows fire on create or edit to update the field.
- D. Make a new record-triggered flow on the child object to update the field on the parent record.

Answer: B

Explanation:
Flows are tools that automate business processes by collecting data and performing actions in your org or an external system. Flows can be triggered by various events such as record creation, updates, or invocations from other processes or flows. Flows can also have decision elements that evaluate conditions and determine which path to follow in the flow. By combining the two flows into one with decision elements, the administrator can ensure that the flow runs in the correct order and updates the field on the child record after it is created by the first flow. References: https://help.salesforce.com/s/articleView?id=sf.flow_concepts.
htm&type=5 https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_decision.htm&type=5

NEW QUESTION # 24
A sales manager at AW Computing has created a contact record but is missing some of the information to complete the record. The organization-wide default for Accounts is set to Public Read Only, and Contacts are controlled by parent.

- A. Who will be able to edit this new contact record?
- B. The owner and users below the owner in the role hierarchy
- C. Sales manager and system administrator
- D. All users in the organization
- E. Users above the sales manager in the role hierarchy

Answer: C

Explanation:
The sales manager and system administrator will be able to edit this new contact record because they are either the owner or have Modify All Data permission respectively. Users above or below the sales manager in the role hierarchy will not be able to edit this contact record because contacts are controlled by parent and accounts are set to Public Read Only. All users in the organization will be able to view but not edit this contact record because accounts are set to Public Read Only. References:
https://help.salesforce.com/s
/articleView?id=sf.admin_sharing.htm&type=5

NEW QUESTION # 25
An administrator at Cloud Kicks has been tasked by the compliance team to flag where sensitive information is stored in Salesforce.
What feature should the administrator use to fulfill this requirement?

- A. Schema Builder

- B. Classic Encryption
- C. Field-Level Security
- D. Data Classification

Answer: D

Explanation:
Data Classification is the feature that the administrator should use to flag where sensitive information is stored in Salesforce. Data Classification is a feature that allows administrators to flag where sensitive information is stored in Salesforce by assigning sensitivity and classification levels to fields. Data Classification can help administrators comply with data privacy regulations and best practices by identifying and managing sensitive data in their orgs.

NEW QUESTION # 26
The administrator at Cloud Kicks created a flow in a sandbox that walks service agents through the Return Merchandise Authorization creation process. The administrator deployed the flow to production with a Change Set. Users are unable to use the flow in production.
Which step should the administrator take?
Activate the flow administrator take?

- A. Activate the flow manually after deployment.
- B. Deployment the flow, with the Metadata API instead of Change Sets
- C. Ensure there is an active flow version in the sandbox.
- D. Include the active and prior inactive flow version in the Change Set.

Answer: A

Explanation:
A flow is an automation tool that allows you to create processes that perform actions based on user input or record changes. A flow can be triggered by a user who launches it from a button, link, or Lightning page, or by the system when a record is created or updated. A flow has different versions that can be active or inactive.
An active version is the one that runs when the flow is triggered, while an inactive version is the one that is saved but not running. When you deploy a flow to production with a change set, the flow version is deployed as inactive by default. This means that you need to activate the flow manually after deployment if you want it to run in production. References:
https://help.salesforce.com/s/articleView?id=sf.flow_overview.htm&type=5
https://help.salesforce.com/s/articleView?id=sf.flow_distribute_changesets.htm&type=5

NEW QUESTION # 27
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