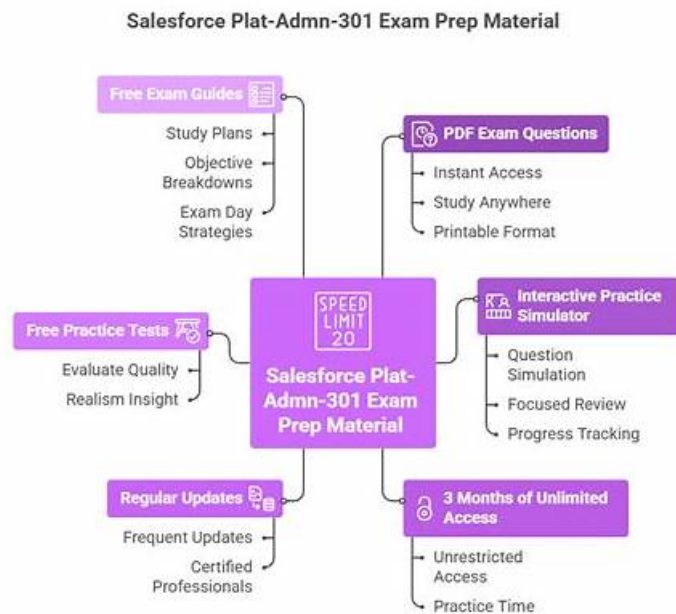


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### Salesforce Plat-Admn-301 Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> <li>• <b>Auditing and Monitoring:</b> This section of the exam measures skills of a Salesforce Support Specialist and covers the tools used to monitor system behavior and review user activity. It includes understanding debug logs, setup audit trail, and methods for ensuring sensitive data is handled correctly in both production and sandbox environments. It also explains how to review and troubleshoot security settings, including recognizing pending updates that might affect system access.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• <b>Process Automation:</b> 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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Environment Management and Deployment:</b> This section of the exam measures skills of Salesforce Administrator and covers moving metadata between environments using tools such as sandboxes, change sets, and managed or unmanaged AppExchange packages. It explains the capabilities and best practices related to deploying changes through change sets to ensure smooth and controlled migrations.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Data and Analytics Management:</b> 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.</li> </ul>

## Salesforce Certified Platform Administrator II Sample Questions (Q166-Q171):

### NEW QUESTION # 166

A custom object called Item has a many-to-many relationship with the Account and Quota objects. At Cloud Kicks, account owners are changed frequently while ownership of Quota records remains unchanged. When an account owner is updated, the new account owner can only see Item records if they are also the owner of the Quota record.

What step should the administrator take to give access to all Item records?

Change the data format of the Quota relationship field from master-detail to lookup.

- A. Account master-detail to secondary.
- B. Create a Quota criteria-based sharing rule using ISCHANGED for the Account Owner field.
- **C. Give the account owner Read access to both the Account and the Quota objects**
- D. Re-assign the Quota master-detail to the primary and the

**Answer: C**

Explanation:

Giving the account owner Read access to both the Account and the Quota objects will give access to all Item records. Since Item is a junction object between Account and Quota, users need to have at least Read access to both parent objects to see Item records. If users have access to only one parent object, they will not be able to see Item records related to the other parent object.

References: [https://help.salesforce.com/s/articleView?id=sf.relationships\\_manytomany.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.relationships_manytomany.htm&type=5)

### NEW QUESTION # 167

An administrator has been asked to enable permissions for users on the account services team to be able to edit and change ownership of Accounts owned by any of the team members.

What should the administrator configure?

- A. Update the profile Account object to Modify All.
- **B. Create a Sharing Rule on the Account object for all members of the account services role to have Read**

/Write access.

- C. Set organization-wide sharing for Account as Public Read Only.
- D. Enable Account Teams and grant Read record-level access to account team members for the Account object

**Answer: B**

Explanation:

Sharing rules are automatic exceptions to organization-wide sharing settings that grant additional access to records based on record ownership or criteria. By creating a sharing rule on the Account object for all members of the account services role to have Read/Write access, the administrator can allow users in that role to edit and change ownership of Accounts owned by any of their team members, regardless of the organization-wide sharing setting for Account. References:

[https://help.salesforce.com/s/articleView?id=sf.security\\_sharing\\_rules.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.security_sharing_rules.htm&type=5)

### NEW QUESTION # 168

A user at Universal Containers wants to load records into a custom object named Location from a .csv file.

While using Data Loader, they cannot find the Location object.

What are two reasons this is happening?

Choose 2 answers

- A. The user's profile needs create access to Location.
- B. Location has a master-detail field to Account.
- C. Data Loader should only be used with standard objects.
- D. The label of Location may have been changed.

**Answer: A,D**

Explanation:

Two reasons why the user cannot find the Location object while using Data Loader are:

\* The label of Location may have been changed. The label of an object is the name that is displayed in the user interface and can be different from the API name that is used by Data Loader and other tools. If the label of Location has been changed to something else, such as Site or Venue, then the user may not be able to find it by searching for Location in Data Loader. The user should check the API name of the object in Object Manager or use the Describe Global operation in Data Loader to see all available objects and their labels.

\* The user's profile needs create access to Location. The user's profile determines what objects and fields they can access and what actions they can perform on them, such as creating, reading, updating, or deleting records. If the user's profile does not have create access to Location, then they will not be able to load records into that object using Data Loader. The user should check their profile permissions in Setup or ask their administrator to grant them create access to Location.

The other two options are incorrect because:

\* Data Loader should only be used with standard objects is not a reason because Data Loader can be used with both standard and custom objects, as long as they are accessible and queryable via the API.

\* Location has a master-detail field to Account is not a reason because having a master-detail field does not prevent an object from being available in Data Loader, as long as it meets the other requirements such as accessibility and queryability.

References: [https://help.salesforce.com/s/articleView?id=sf.data\\_loader.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.data_loader.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.data\\_loader\\_describe\\_global.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.data_loader_describe_global.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.admin\\_object\\_permissions](https://help.salesforce.com/s/articleView?id=sf.admin_object_permissions)

### NEW QUESTION # 169

The sales agents at DreamHouse Realty have a profile that allows them to import records for a custom object called House. The agents only need to make imports occasionally and typically import around 100 new records at a time.

What tool should the agents use to upload records?

- A. Bulk API
- B. Data Loader
- C. Apex
- D. Data Import Wizard

**Answer: D**

Explanation:

Data Import Wizard is a tool that allows administrators to import data for standard and custom objects in Salesforce using CSV files. Data Import Wizard can handle up to 50,000 records at a time and supports simple data transformations and validations. Data Import Wizard can be used to upload records for a custom object when the number of records is small and the import frequency is low.

### NEW QUESTION # 170

A sales rep needs to help cross-sell an opportunity but is unable to make updates on the record or update the opportunity team. Which two options would be required for a sales rep to add a rep to the opportunity team?

Choose 2 answers

- **A. A role above the Opportunity owner in the role hierarchy**
- B. Transferred ownership of the Account to the sales rep
- C. Transferred ownership of the Opportunity to the sales rep
- **D. A permission with Edit access on the Account object**

**Answer: A,D**

Explanation:

To add a user to an opportunity team, you need Edit access on the account associated with the opportunity and either own the opportunity or be above the owner in the role hierarchy. References: [https://help.salesforce.com/s/articleView?id=sf.teams\\_adding.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.teams_adding.htm&type=5)

### NEW QUESTION # 171

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