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

Topic	Details
Topic 1	<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>
Topic 2	<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 3	<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 4	<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 5	<ul style="list-style-type: none"> <li>• <b>Cloud Applications:</b> 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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• <b>Security and Access:</b> 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.</li> </ul>

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### **Salesforce Certified Platform Administrator II Sample Questions (Q131-Q136):**

#### **NEW QUESTION # 131**

When an Account has more than five open opportunities over US\$10,000, the sales rep should have an option on the Account page to start the escalation process to allocate additional resources.

Which two configurations should the administrator create?

Choose 2 answers

- A. Roll-Up Summary field
- B. Component Visibility filter
- C. Dynamic Forms
- D. Formula field

**Answer: C,D**

Explanation:

Formula field and Dynamic Forms should be created to meet the requirements because a formula field can be used to count the number of open opportunities over US\$10,000 related to an account using a roll-up summary filter condition, and Dynamic Forms can be used to display or hide a component on an account page based on a visibility filter using the formula field value. References:

[https://help.salesforce.com/s/articleView?id=sf.customize\\_functions\\_i\\_z.htm](https://help.salesforce.com/s/articleView?id=sf.customize_functions_i_z.htm)

### NEW QUESTION # 132

Cloud Kicks uses a Lightning web component to provide instructions to sales reps. An administrator needs to correct a spelling error in the displayed text in one of the Lightning web components.

What is the recommended tool to make the change?

- **A. VisualStudio Code**
- B. Developer Console
- C. Salesforce Lightning Inspector
- D. Developer Org

**Answer: A**

Explanation:

VisualStudio Code is a recommended tool to make the change in the displayed text in one of the Lightning web components.

VisualStudio Code is an integrated development environment (IDE) that supports Salesforce development tools such as Salesforce Extensions for Visual Studio Code, Salesforce CLI, and Lightning Web Components. You can use VisualStudio Code to create, edit, debug, and deploy Lightning web components and other Salesforce metadata. To make the change in the displayed text, you need to open the HTML file of the Lightning web component in VisualStudio Code and modify the text element accordingly.

References: <https://developer.salesforce.com/tools/vscode> [https://developer.salesforce.com/docs/component-library/documentation/en/lwc/lwc.create\\_components](https://developer.salesforce.com/docs/component-library/documentation/en/lwc/lwc.create_components)

### NEW QUESTION # 133

Ursa Major Solar uses the custom object Product Development to track Ideas R&D is wording on. A former administrator added the custom object Potential Name with a lookup to Product Development to allow R&D to track names under consideration for those product. The R&D manager recently ran a record and noticed several potential names where the relationship to the Product Development record was missing. The current administrator needs to change this relationship to master detail to ensure a potential name only exists when there is product development.

Which two options are available for altering the existing Potential Name records for the deployment of this change to be successful? Choose 2 answers

- **A. Assign any Potential Name records with blank lookup fields to an existing record from Product Development.**
- B. Remove any existing data in the lookup field n Potential Name records
- C. Remove the lookup field from the page layout so the data is maintained without changes.
- **D. Move any Potential Name records with blank lookup fields to the recycle bin.**

**Answer: A,D**

Explanation:

Move any Potential Name records with blank lookup fields to the recycle bin or assign any Potential Name records with blank lookup fields to an existing record from Product Development are two options available for altering the existing Potential Name records for the deployment of this change to be successful. Changing a lookup relationship to a master-detail relationship requires that all child records have a parent record.

Therefore, any Potential Name records that have blank lookup fields to Product Development need to be either deleted or assigned to a valid Product Development record before changing the relationship type

### NEW QUESTION # 134

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. Deployment the flow, with the Metadata API instead of Change Sets
- B. Ensure there is an active flow version in the sandbox.

- C. Include the active and prior inactive flow version in the Change Set.
- **D. Activate the flow manually after deployment.**

**Answer: D**

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_overview.htm&type=5)

[https://help.salesforce.com/s/articleView?id=sf.flow\\_distribute\\_changesets.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.flow_distribute_changesets.htm&type=5)

### NEW QUESTION # 135

AW Computing sells a variety of software programs for Its customers to choose from. Management wants to ensure that the customer automatically receives phone support when they purchase photo editing software.

how should an administrator meet these requirements?

- **A. Create a flow to attach an entitlement to the asset upon purchase.**
- B. Include a milestone to the product with a term of 365 days for phone support.
- C. Configure a flow to create a milestone co the asset upon purchase.
- D. Add an entitlement template to the pressure conduct for phone support.

**Answer: A**

Explanation:

An entitlement is a record that represents a customer's right to receive support or service based on the terms of a contract or agreement. An asset is a record that represents a product that a customer has purchased. To automatically provide phone support to customers who purchase photo editing software, the administrator can create a flow that attaches an entitlement to the asset upon purchase. The entitlement can have a term of 365 days and a service contract that specifies the phone support details. References:

<https://help.salesforce.com/s>

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### NEW QUESTION # 136

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