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Salesforce Plat-Admn-301 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • Auditing and Monitoring: 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.
Topic 2	<ul style="list-style-type: none"> • 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.
Topic 3	<ul style="list-style-type: none"> • 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 4	<ul style="list-style-type: none"> • 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.

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Salesforce Certified Platform Administrator II Sample Questions (Q145-Q150):

NEW QUESTION # 145

Management at Ursa Major Solar wants to understand how many accounts have opportunities in the overall pipeline. What should the administrator use to create a report showing all open opportunities and the total number of accounts represented?

- A. The row count on a summary report grouped by account name
- **B. The Show Unique Count option on the account name column**
- C. A custom report type showing opportunities with accounts
- D. A Cross Filter selecting opportunities with accounts

Answer: B

Explanation:

The Show Unique Count option on the account name column will create a report showing all open opportunities and the total number of accounts represented. This option will count each account only once, even if it has multiple opportunities. The report can be grouped by account name or any other field to show more details. References: https://help.salesforce.com/s/articleView?id=sf.reports_builder_unique_count.htm&type=5

NEW QUESTION # 146

The administrator at Cloud Kicks made new fields and page layout adjustments based on new requirements from the service team. The changes have been built in a sandbox and are ready to be deployed into production. What should an administrator do before deploying the change set in production?

- A. Make a new sandbox based on production to restore changes from.
- **B. Push the change set to another sandbox to restore from.**
- C. Create the fields and update the page layouts in production.
- D. Request a new sandbox based on the sandbox where the changes were made.

Answer: B

Explanation:

change sets are tools that allow administrators to move customizations from one Salesforce org to another. However, change sets do not track dependencies or conflicts between components in different orgs, so administrators need to manually verify that all required components are included in the change set and that they do not overwrite existing customizations in the target org. To avoid losing changes in production due to deploying an incomplete or incorrect change set, administrators should push the change set to another sandbox first and test it there before deploying it to production. References: https://help.salesforce.com/s/articleView?id=sf.changesets_considerations.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.changesets_best_practices.htm&type=5

NEW QUESTION # 147

Sales reps at AW Computing have asked the Administrator to help them close deals faster on the Salesforce mobile app when they're in the new. They want to be able to quickly close an opportunity and have key fields, like status, pre populated to Closed

Won.

What should an administrator create to achieve this?

- A. Global Quick Action
- B. Lightning Component
- **C. Object-specific Quick Action**
- D. Enhanced Related Lists

Answer: C

Explanation:

An object-specific quick action is a type of action that allows users to do something in the context of a specific object, such as creating or updating a record, logging a call, sending an email, or launching a custom action. In this case, the administrator can create an object-specific quick action on the opportunity object that pre-populates certain fields with predefined values and allows users to quickly close an opportunity from the Salesforce mobile app. References: https://help.salesforce.com/s/articleView?id=sf.actions_overview.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.actions_objectspecific_actions.htm&type=5

NEW QUESTION # 148

AW Computing wants to create a process to assign accounts to different salespeople based on the annual revenue... of the company. The administrator has decided to create a flow.

Which two considerations should the administrator make sure to remember when creating the flow? Choose 2 answers

- **A. Update record elements should be placed outside the flow loop.**
- B. Update Record elements should be placed inside the flow loop.
- C. The running user of a flow is the user that last saved the flow.
- **D. Use a Get Record component instead of hard coding record IDs.**

Answer: A,D

Explanation:

Using a Get Record component allows the flow to dynamically retrieve records based on criteria or record IDs without hard coding them. This makes the flow more flexible and maintainable. Updating record elements outside the flow loop prevents unnecessary DML operations and reduces the risk of hitting governor limits.

NEW QUESTION # 149

How should an administrator ensure the appropriate number of digits are entered into the custom encrypted field created to capture credit card numbers on the Opportunity object?

- A. Enter the number of digits at the field level.
- B. Use the credit card number mask type.
- **C. Create a validation rule to ensure the length.**
- D. Define the number of mask characters.

Answer: C

Explanation:

A validation rule is a formula that validates the data entered by a user and prevents the record from being saved if the data does not meet certain criteria. In this case, the administrator can create a validation rule to ensure that the custom encrypted field for credit card numbers has exactly 16 digits. The other options are not applicable for encrypted fields. References:

https://help.salesforce.com/s/articleView?id=sf.fields_about_encrypted_fields.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.validation_rules.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.validation_rules.htm&type=5

NEW QUESTION # 150

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