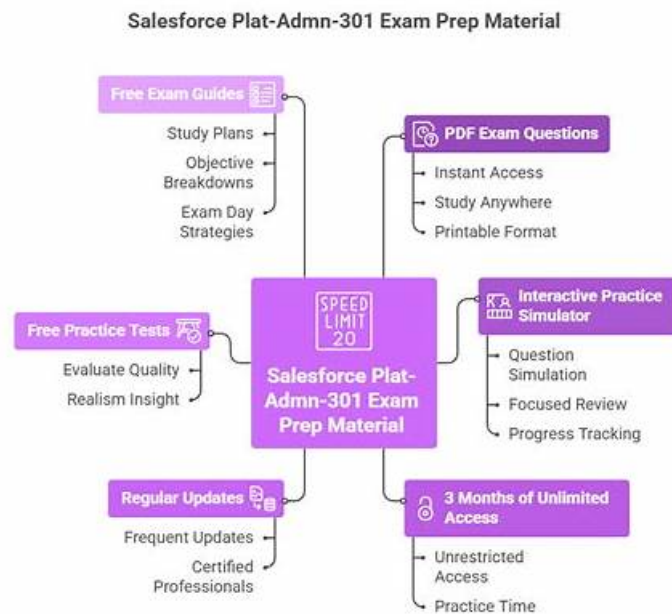


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Salesforce Plat-Admn-301 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> Environment Management and Deployment: 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.
Topic 2	<ul style="list-style-type: none"> 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 3	<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.
Topic 4	<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 5	<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 6	<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.

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Salesforce Certified Platform Administrator II Sample Questions (Q99-Q104):

NEW QUESTION # 99

Sales managers at Ursa Major Solar have asked for some additional automation around opportunity reminders. If the opportunity is in the Proposal stage a week before the close date, they want an email sent to the opportunity owner and manager. If the Budget Approved custom field is checked, the managers want to be notified immediately.

How should these requirements be met without using code?

- A. Create a record-triggered flow with scheduled paths. Configure the trigger to flow before the record is saved.
- B. Create a schedule-triggered flow for the Opportunity object. Configure the trigger to flow daily.
- **C. Create a record-triggered flow with scheduled paths. Configure the trigger to flow after the record is saved.**
- D. Create a schedule-triggered flow. Configure the trigger to flow weekly.

Answer: C

Explanation:

A record-triggered flow lets you automate actions when a record is created or updated. You can use scheduled paths to schedule

actions relative to a date field on the record, such as close date. You should configure the trigger to flow after the record is saved so that you can access the updated field values. References:

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

NEW QUESTION # 100

Cloud Kicks (CK) has a sneaker maintenance plan that it includes with all orders for its new line of Bluetooth-enabled custom sneakers. The sneaker maintenance plan gives each customer 6 months of phone support in case they have issues with their new sneakers. The administrator at CK is having a hard time keeping up with the work associated with managing the maintenance plan. What should the administrator do to help manage the plan?

- A. Ensure milestones are in place for the maintenance plan.
- B. Create a support process for the maintenance plan.
- C. Use Flow to automatically create and assign entitlements.
- D. Set up and configure entitlement templates.

Answer: D

Explanation:

Entitlement templates are a way to automatically create and associate entitlements with products or service contracts. They can help simplify the management of entitlements and ensure that customers receive the correct level of service. Entitlement templates can also be used to define service levels, milestones, and entitlement processes for different types of products or service contracts.

NEW QUESTION # 101

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

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 # 102

An administrator has found a free app on the AppExchange and would like to install it.

Which three items should the administrator take to consideration before installing the managed package?

Choose 3 answers

- A. Custom objects and custom fields used by the app count against the org's limits.
- B. Managed apps do not undergo a formal security review by Salesforce.
- C. Apps must be installed in production before the app can be installed in a sandbox.
- D. Apps may require external, third-party web services to function properly.
- E. Apps may require certain Salesforce editions or features to be enabled.

Answer: A,D,E

Explanation:

A managed package is a type of app that can be installed from the AppExchange. Managed packages are typically created by ISV partners or developers who want to distribute and sell applications that are upgradeable and have intellectual property protection. Before installing a managed package, an administrator should consider the following:

* A) Custom objects and custom fields used by the app count against the org's limits.

Managed packages may include custom objects and custom fields that are used by the app. These custom objects and custom fields

count against the org's limits and may affect the performance or functionality of the org. Administrators should review the components and requirements of the app before installing it and make sure they have enough space and resources for the app.

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

* C) Apps may require certain Salesforce editions or features to be enabled.

Managed packages may require certain Salesforce editions or features to be enabled in order to work properly.

For example, some apps may require Lightning Experience, API access, custom permissions, or specific user licenses.

Administrators should check the app's description and documentation before installing it and make sure they meet the prerequisites for the app. References: https://help.salesforce.com/s/articleView?id=sf.packaging_install.htm&type=5

* D) Apps may require external, third-party web services to function properly.

Managed packages may require external, third-party web services to function properly. For example, some apps may integrate with other platforms or systems such as Google Maps, PayPal, or Twilio. Administrators should check the app's description and documentation before installing it and make sure they understand the implications and costs of using external web services.

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

id=sf.packaging_install.htm&type=5

NEW QUESTION # 103

AW Computing has a new requirement from its security team where audit information relating to an account must be recorded in a new custom object called Audit. Audit records need to be preserved for 10 years and only accessible by the audit team

- A. Grant Account Login Access
- B. Login History
- C. Setup Audit Trail
- D. Connected App Usage

Answer: A

NEW QUESTION # 104

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