

# Enjoy Salesforce Plat-101 Exam Questions Free Updates At 30% Discount



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## Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• <b>Salesforce Ecosystem:</b> This section of the exam measures skills of Marketing Cloud Administrators and covers the overall Salesforce ecosystem. It focuses on understanding the different resources available for learning and skill development, recognizing how Salesforce Customer 360 products can be applied in real business use cases, and explaining how organizations make use of Salesforce in daily operations. It also highlights awareness of job roles and career opportunities within the Salesforce ecosystem.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• <b>Data Model:</b> This section of the exam measures skills of Marketing Cloud Administrators and covers Salesforce's data model. It involves understanding the relationship between core standard objects such as Accounts, Contacts, Leads, Opportunities, and Cases. The section also evaluates knowledge of ensuring data visibility through features and maintaining data integrity using the right tools in different business scenarios.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• <b>Reports &amp; Dashboards:</b> This section of the exam measures skills of Marketing Specialists and covers reporting and visualization in Salesforce. It includes describing how reports are built, how dashboards present insights, and how these tools help organizations monitor performance and make informed marketing decisions.</li></ul>

Topic 4	<ul style="list-style-type: none"> <li>• Navigation: This section of the exam measures the skills of Marketing Specialists and covers how users navigate Salesforce. It tests the ability to locate and access necessary information in given scenarios and to identify where different types of Salesforce customizations take place. The emphasis is on practical system navigation that supports marketing operations.</li> </ul>
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## Salesforce Plat-101 PDF Dumps - Effective Tips To Pass

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## Salesforce Certified Platform Foundations Sample Questions (Q90-Q95):

### NEW QUESTION # 90

What type of relationship do Account and Contact objects have?

- A. Self
- B. Master-detail
- C. Lookup

**Answer: C**

Explanation:

The Account and Contact objects have a lookup relationship. A lookup relationship is a type of relationship that links two objects together, but does not affect security, ownership, or deletion. A lookup relationship allows the user to select a record from another object and link it to the current record. For example, the Account field on the Contact object allows the user to select an account that the contact is related to. A self relationship is a type of lookup relationship that links an object to itself, creating a hierarchy of records. For example, the Reports To field on the Contact object allows the user to select another contact that the contact reports to. A master-detail relationship is a type of lookup relationship that creates a parent-child relationship between two objects, where the child records inherit the security and ownership of the parent record, and are deleted when the parent record is deleted. For example, the Account field on the Opportunity object is a master-detail relationship that links the opportunity to the account.

### NEW QUESTION # 91

Two users in the same opportunity record are seeing different fields.

What is the reason for this?

- A. The users are assigned different profiles and page layouts.
- B. The missing fields are marked as hidden in Object Manager.
- C. The users have been configured with different Locales.

**Answer: A**

Explanation:

The users are assigned different profiles and page layouts, which determine the fields they can see and edit on the opportunity record.

### NEW QUESTION # 92

Get Cloudy Consulting (GCC) currently supports its customers via calls and emails. GCC wants to meet the needs of digitally savvy customers by offering support via web chat as well as SMS, Facebook Messenger, and WhatsApp.

Which Salesforce product should meet this need?

- A. Service Cloud

- B. Sales Cloud
- C. Experience Cloud

**Answer: A**

Explanation:

Service Cloud is the Salesforce product that should meet the need of Get Cloudy Consulting to offer support via web chat and other digital channels. Service Cloud is a cloud-based customer service platform that allows agents to deliver fast and personalized service across multiple channels, such as phone, email, web, social media, and messaging apps. Service Cloud also provides tools for case management, knowledge base, self-service, and analytics.

#### NEW QUESTION # 93

Which Salesforce role produces data-driven solutions by eliciting, documenting, and examining requirements around organizational challenges?

- **A. Business Analyst**
- B. Platform Developer
- C. User Experience Designer

**Answer: A**

Explanation:

A business analyst produces data-driven solutions by eliciting, documenting, and examining requirements around organizational challenges. A business analyst also helps design and implement solutions using Salesforce tools and best practices

#### NEW QUESTION # 94

A Salesforce user met with the new Director of IT for their customer, Northern Trail Outfitters (NTO). Where should the user add the new Director's information into Salesforce?

- A. Leads
- **B. Contacts**
- C. Accounts

**Answer: B**

Explanation:

In Salesforce, the Contacts object is used to store information about individuals associated with an Account (e.g., the customer organization). Since the new Director of IT works for Northern Trail Outfitters (NTO), the correct place to store their information is under Contacts, linked to the relevant Account.

\* A. Accounts: Used for organizations or companies, not individuals.

\* C. Leads: Used for prospective customers or individuals before they are qualified as contacts.

References from Salesforce Documentation:

\* Contacts and Accounts Overview



\* Leads vs. Contacts

#### NEW QUESTION # 95

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