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Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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.
Topic 2	• Reports & Dashboards: 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.
Topic 3	• Data Model: 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.
Topic 4	• Salesforce Ecosystem: 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.

Salesforce Certified Platform Foundations Sample Questions (Q92-Q97):

NEW QUESTION # 92
A Salesforce associate has been tasked with creating new fields on the Contact object and determining what type of field be used for each one.
Where should the associate go to understand the differences between the data types?

- A. App Launch
- B. Salesforce Help
- C. Customer Support

Answer: B

Explanation:
Salesforce Help is where the associate should go to understand the differences between the data types.
Salesforce Help is a resource that provides documentation, guides, videos, and support for Salesforce users who need assistance with using or troubleshooting Salesforce products and features. Salesforce Help has a section called Data Types that explains the characteristics and use cases of each data type, such as text, number, date, picklist, checkbox, and so on. Customer Support is a service that provides technical support and assistance for Salesforce users who encounter issues or errors with Salesforce products and features.
Customer Support is not a resource that explains the differences between the data types, but rather a resource that helps resolve problems or incidents. App Launcher is a feature that allows the user to access all the apps and objects in Salesforce, such as Sales, Service, Marketing, and so on. App Launcher is not a resource that explains the differences between the data types, but rather a feature that helps navigate the user interface.

NEW QUESTION # 93
A Salesforce associate tries to create a new user in a sandbox using Astrogetdoudy.org as the username and it fails.
What is the problem with creating the Astro3getcloudy.org' username?

- A. Salesforce usernames must be formatted like an email address with.com at the end.
- B. Salesforce usernames must be unique across all Salesforce orgs and that one is already in use.
- C. Salesforce usernames must include the user s full name and be formatted like an email address.

Answer: B

Explanation:

The problem with creating the Astrogetdoudy.org username is that Salesforce usernames must be unique across all Salesforce orgs and that one is already in use. Salesforce usernames are global identifiers that allow users to log in to any Salesforce org or instance. Therefore, usernames cannot be duplicated or reused by different users

NEW QUESTION # 94

Which action(s) must be taken for Salesforce updates?

- A. Updates require purchasing an updated license.
- B. Updates are automatic; nothing needs to be downloaded or installed.
- C. Updates need to be downloaded with each release

Answer: B

Explanation:

Updates are automatic; nothing needs to be downloaded or installed is the correct action for Salesforce updates. Salesforce updates are a feature that allows the user to benefit from the latest features and functionality of the Salesforce platform without any hassle or interruption. Salesforce updates are delivered automatically to all orgs three times a year, in spring, summer, and winter. The user does not need to download or install anything to receive the updates, and the user's data and customization are preserved and compatible with the updates. Updates do not require purchasing an updated license, because the user's existing license covers the updates. Updates do not need to be downloaded with each release, because the updates are applied automatically to the user's org.

NEW QUESTION # 95

A sales rep at Get Cloudy Consulting asks the new Salesforce associate to give them a report showing all the active accounts for the sales rep's territory.
Where should the associate go to create a new report for Accounts?

- A. Setup
- B. Accounts tab
- C. Reports tab

Answer: C

Explanation:

The Reports tab is where the associate should go to create a new report for Accounts. The Reports tab allows the user to create, view, edit, and run reports in Salesforce. The user can select a report type, such as Accounts, Accounts with Contacts, or Accounts with Opportunities, and then add filters, groupings, charts, and other features to customize the report. The Setup menu is where the user can configure the settings and customization of Salesforce, such as creating objects, fields, workflows, and security settings. The Accounts tab is where the user can view, create, edit, and delete account records in Salesforce.

NEW QUESTION # 96

A college wants to incorporate Salesforce into its admissions program using Program Enrollment and Course Connections.
Which Salesforce cloud provides these features as standard offerings?

- A. Education Cloud
- B. Marketing Cloud
- C. Experience Cloud

Answer: C

Explanation:

The Education Cloud is the cloud that provides Program Enrollment and Course Connections as standard offerings. The Education Cloud is a set of products and solutions designed specifically for educational institutions, such as schools, colleges, and universities. The Education Cloud includes the Education Data Architecture (EDA), which is a managed package that adds pre-built objects, fields, workflows, and reports to the standard Salesforce platform. Program Enrollment and Course Connections are two features of EDA that allow the user to manage the enrollment and connection of students to academic programs and courses. The Experience Cloud is a cloud that allows the creation of digital experiences, such as websites, portals, and mobile apps, for customers, partners, and employees. The Marketing Cloud is a cloud that provides tools for creating and managing personalized marketing campaigns

across multiple channels, such as email, social media, web, and mobile.

NEW QUESTION # 97

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