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Salesforce Plat-101 Exam Syllabus Topics:

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

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Salesforce Certified Platform Foundations Sample Questions (Q94-Q99):

NEW QUESTION # 94

When a sales rep needs to give an additional discount for an opportunity, a manager needs to review and authorize the discount request.

What should be used to lock the record before a decision is made?

- A. validation rule
- B. Page layout
- C. Approval process

Answer: C

Explanation:

An approval process is a workflow that defines the steps and criteria for approving a record. It can be used to lock the record before a decision is made, and send email alerts and tasks to the approvers.

NEW QUESTION # 95

Get Cloudy Consulting is rolling out Salesforce to its organization. New users may have different access requirements base on department.

What should be recommended to allow new users the correct access based on their department's requirements?

- A. Permission sets
- B. Role Hierarchy
- C. Individual profiles

Answer: A

Explanation:

Permission sets are used to grant additional access to users based on their functional or departmental needs.

Role hierarchy is used to grant access to records based on the user's position in the organization. Individual profiles are used to define the baseline access for users based on their license type and job function.

NEW QUESTION # 96

Where can a Salesforce associate find information that provides a view of interactions with a contact?

- A. Activity Timeline
- B. Contact History
- C. Details Tab

Answer: A

Explanation:

The Activity Timeline in Salesforce provides a chronological view of all past and upcoming interactions with a contact. This includes logged calls, emails, meetings, and tasks. It is a central feature to track engagement and manage customer relationships effectively.

* B. Details Tab: Displays static information about the contact, such as name, email, and address, but not interaction history.

* C. Contact History: Refers to changes made to a contact's field values over time, not interaction logs.

References from Salesforce Documentation:

* Activity Timeline Overview

* Working with Contacts

NEW QUESTION # 97

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 # 98

A marketing manager wants to make the Reason Lost field required on the opportunity when the stage is changed to Closed Lost. What should the Salesforce associate do to enforce this requirement?

- A. Make the field required on the page layout.
- B. Make the field universally required.
- C. Create a validation rule on the Opportunity object.

Answer: C

Explanation:

A validation rule on the Opportunity object is the best way to enforce the requirement that the Reason Lost field is required when the stage is changed to Closed Lost. A validation rule can specify a condition and an error message to display when the condition is not met. For example, the condition could be AND (ISPICKVAL(StageName, "Closed Lost"), ISBLANK(Reason_Lost__c)) and the error message could be

"Please enter a reason for losing the opportunity." Making the field required on the page layout or universally required would not work, because the field should only be required when the stage is changed to Closed Lost, not for other stages.

NEW QUESTION # 99

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