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Salesforce Plat-Admn-301 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 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"> 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.
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Salesforce Certified Platform Administrator II Sample Questions (Q74-Q79):

NEW QUESTION # 74

Cloud Kicks uses a Lightning web component to provide instructions to sales reps. An administrator needs to correct a spelling error in the displayed text in one of the Lightning web components.

What is the recommended tool to make the change?

- A. Salesforce Lightning Inspector
- B. Developer Console
- C. Developer Org
- D. **VisualStudio Code**

Answer: D

Explanation:

VisualStudio Code is a recommended tool to make the change in the displayed text in one of the Lightning web components. VisualStudio Code is an integrated development environment (IDE) that supports Salesforce development tools such as Salesforce Extensions for Visual Studio Code, Salesforce CLI, and Lightning Web Components. You can use VisualStudio Code to create, edit, debug, and deploy Lightning web components and other Salesforce metadata. To make the change in the displayed text, you need to open the HTML file of the Lightning web component in VisualStudio Code and modify the text element accordingly.

References: <https://developer.salesforce.com/tools/vscode> https://developer.salesforce.com/docs/component-library/documentation/en/lwc/lwc.create_components

NEW QUESTION # 75

Cloud Kicks (CK) typically sells its products direct to consumer and tracks sales using the Order object in Salesforce. The head of sales has now decided that CK will also sell to retail locations for resale. The administrator wants to leverage opportunities and opportunity products for these new deals.

What should the administrator do to track accurate sales data on opportunities?

- A. Add a required lookup field from the Order to the opportunity.
- B. Add a new Order Process for Orders generated from opportunities.
- C. **Create a new Price Book for the new retail pricing.**
- D. Create new Products with the new retail pricing.

Answer: C

Explanation:

A price book is a list of products and their prices that can be added to an opportunity. A product can have different prices for

different markets or segments, and these prices are stored in different price books. In this case, the administrator should create a new price book for the new retail pricing and add the products that are sold to retail locations for resale. This way, the users can select the appropriate price book and products for their opportunities based on the type of customer they are selling to. References: https://help.salesforce.com/s/articleView?id=sf.products_pricebooks.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.products_define.htm&type=5

NEW QUESTION # 76

The Cloud Kicks administrator wants to open up opportunity sharing to directors who oversee regional managers so they can access records to assist regional managers.

What sharing mechanism should be used?

- A. organization wide Defaults
- **B. Role Hierarchy**
- C. Manual Sharing
- D. Sharing Settings

Answer: B

Explanation:

Role hierarchy is a sharing mechanism that should be used to open up opportunity sharing to directors who oversee regional managers so they can access records to assist regional managers. Role hierarchy is a way to grant access to records based on the user's position in an organization's hierarchy of roles. Role hierarchy can grant users access to records owned by or shared with users below them in the hierarchy for objects that have organization-wide defaults set to Private or Public Read Only. By using role hierarchy, the administrator can ensure that directors can access opportunities owned by or shared with regional managers who report to them

NEW QUESTION # 77

An administrator has a request to create a Next Steps field for users to document what they need to do next on a lead. The field should allow users to format the text and be mapped to an opportunity when converted.

What type of field will satisfy these requirements?

- A. Text Area
- B. Text Area (Long)
- **C. Text Area (Rich)**
- D. Formula (Text)

Answer: C

Explanation:

A Text Area (Rich) field allows users to format the text with fonts, colors, images, and hyperlinks. It also supports mapping to an opportunity when converting a lead. References: https://help.salesforce.com/s/articleView?id=sf.fields_using_rich_text_area.htm&type=5

NEW QUESTION # 78

An administrator at Universal Containers has been asked to configure product schedules.

What should the administrator consider before enabling this feature?

- A. Customizable product schedule page layouts cannot be modified.
- B. The Product Schedule is unavailable in Process Builder and Flow.
- **C. Line Item Schedule is unavailable In Process Builder and Workflow.**
- D. To remove a product schedule completely, remove it from the standard price book.

Answer: C

Explanation:

Product schedules are features that allow administrators to track revenue or quantity over time for products in opportunities or orders. Product schedules can be either revenue schedules or quantity schedules, depending on whether the product is sold by

amount or by quantity. Product schedules can be either standard or customizable, depending on whether they use predefined settings or custom settings.

Line item schedules are records that represent each installment of revenue or quantity for a product over time.

Line item schedules are created automatically when a product with a product schedule is added to an opportunity line item or an order product.

One limitation of product schedules is that line item schedules are unavailable in Process Builder and Workflow. This means that administrators cannot use these tools to automate actions based on line item schedules, such as sending email alerts, creating tasks, updating fields, or invoking flows. References:

https://help.salesforce.com/s/articleView?id=sf.forecasts3_product_schedules.htm&type=5

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

NEW QUESTION # 79

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