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## Valid Dumps Plat-101 Ebook - Quiz Plat-101 Salesforce Certified Platform Foundations First-grade Latest Mock Exam

The Salesforce sector is an ever-evolving and rapidly growing industry that is crucial in shaping our lives today. With the growing demand for skilled Salesforce professionals, obtaining Salesforce Certified Platform Foundations (Plat-101) certification exam has become increasingly important for those who are looking to advance their careers and stay competitive in the job market.

### Salesforce Certified Platform Foundations Sample Questions (Q18-Q23):

#### NEW QUESTION # 18

A manager can see all of the records owned by their team, but not records owned by other teams. How is access to the records being controlled?

- A. Permission Sets

- B. Profiles
- **C. Role Hierarchy**

**Answer: C**

Explanation:

The role hierarchy is a way of controlling access to records based on the user's position in the organization. A user can see all of the records owned by themselves and the users below them in the hierarchy, but not records owned by users above them or in a different branch.

#### **NEW QUESTION # 19**

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

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

**Answer: A**

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 # 20**

Cloud Kicks (CK) became a North American subsidiary of Get Cloudy Consulting (GCC).

What should the Salesforce associate do to show that GCC is part of the CK portfolio when creating the CK Account record?

- A. Select New on the child accounts related list.
- **B. Add Get Cloudy Consulting to the Parent Account field**
- C. View account hierarchy and select Add Child Account.

**Answer: B**

Explanation:

The thing that the associate should do to show that GCC is part of the CK portfolio when creating the CK Account record is to add Get Cloudy Consulting to the Parent Account field. The Parent Account field is a standard field on the Account object that allows the user to link an account to another account that is its parent company. This way, the user can create an account hierarchy that shows the relationships between parent accounts and their subsidiaries. The user can enter the name of the parent account in the Parent Account field when creating or editing an account record. Viewing account hierarchy and selecting Add Child Account or selecting New on the child accounts related list are not the correct actions to show that GCC is part of the CK portfolio, because they are used to create a new account that is a subsidiary of an existing account, not to link an existing account to another existing account.

#### **NEW QUESTION # 21**

A salesforce associate at get Cloudy Consulting has been asked to analyze Service Cloud data to determine how many individuals have called in to the support center.

Which relationship on Case should the associate use?

- A. Account
- B. Owner
- **C. Contact**

**Answer: C**

Explanation:

The contact relationship on case is used to indicate the individual who has called in to the support center. The contact field on case is a lookup field that allows the user to select a contact from the related account or any other account. The owner relationship on case is used to indicate the user who is responsible for working on the case. The account relationship on case is used to indicate the company or organization that the case is related to.

#### NEW QUESTION # 22

Get Cloudy Consulting (GCC) wants to ensure the Annual Revenue field is a positive amount and does not exceed \$100. What should GCC use to ensure opportunities meet these standards?

- A. Default Values
- B. Assignment Rules
- C. Validation Rules

**Answer: C**

Explanation:

Validation rules are what GCC should use to ensure that opportunities meet the standards for the Annual Revenue field. Validation rules are a type of metadata that define a condition and an error message to display when the condition is not met. Validation rules can be used to enforce data quality and integrity by preventing users from saving records that do not meet the specified criteria. For example, a validation rule could be set up on the Opportunity object to check that the Annual Revenue field is a positive amount and does not exceed

\$100. Assignment rules are a type of metadata that define how records are assigned to users or queues based on certain criteria.

Assignment rules can be used to automate business processes by distributing records to the appropriate owners or teams. For example, an assignment rule could be set up on the Lead object to assign leads to sales reps based on their territory. Default values are a type of metadata that define a value that is automatically populated in a field when a new record is created, unless the user enters a different value.

Default values can be used to save time and ensure data consistency by prefilling fields with common or expected values. For example, a default value could be set up on the Lead Source field to indicate the most frequent source of leads, such as Web or Phone.

#### NEW QUESTION # 23

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