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Salesforce Certified Platform Administrator Sample Questions (Q86-Q91):

NEW QUESTION # 86

Cloud Kicks has the organization wide defaults for Opportunity set to Private. Which two features should a Platform Administrator use to open up access to opportunity records for sales users working on collaborative deals?

- A. Sharing set
- B. Sharing rules
- C. Role hierarchy
- D. Profiles

Answer: B,C

Explanation:

When an object's Organization-Wide Default (OWD) is set to Private, the "Record Sharing" engine must be used to grant additional access.

Sharing Rules: These allow the administrator to grant lateral access to records based on criteria or ownership (e.g., share all "Large Deals" with the "Strategic Sales" group).

Role Hierarchy: This standard feature automatically grants vertical access, ensuring that managers and users higher in the hierarchy can see and edit records owned by their subordinates.

Profiles (Option D) control what actions a user can perform (Create, Read, Edit) but do not grant access to specific records that the user does not own in a Private model. A Sharing Set (Option B) is a specific feature used for Experience Cloud (Community) users to grant them access to records related to their account and is not used for standard internal sales users.

NEW QUESTION # 87

A Platform Administrator wants to limit the kinds of reports their users can create. Which tool should the administrator use?

- A. Standard Report Types
- B. Report Folder Sharing
- C. Joined Report
- **D. Hide Report Types**

Answer: D

Explanation:

When users click the "New Report" button, they are presented with a list of Report Types, which act as templates determining which objects and fields are available for the report. Often, an org has many standard report types that are irrelevant or confusing to the average user. To "limit the kinds of reports" and simplify the user experience, a Platform Administrator can use the Select Report Types to Hide feature in the Report and Dashboard Settings. By hiding unnecessary or redundant report types, the admin ensures that users only see the specific templates that align with company reporting standards. This reduces the risk of users creating inaccurate reports using the wrong data models. Report Folder Sharing (Option B) controls who can view or edit existing reports, but it does not restrict the creation of new ones from specific templates. While creating Custom Report Types is a way to define what data is available, the specific act of "limiting" the visible list is handled by the "Hide" functionality.

NEW QUESTION # 88

A Platform Administrator assigned a custom profile based on the Minimum Access named Salesforce profile to a group of new users and assigned them several existing permission sets. However, when the users log in, they do not see the Lightning interface. Which action should the administrator take to give the users access to the Lightning interface?

- A. Enable the Enhanced Interface for User Access Policies.
- B. Add Lightning component to a layout.
- **C. Assign a permission to enable Lightning Experience User.**
- D. Create a page in Lightning App Builder with the org as default.

Answer: C

Explanation:

The "Minimum Access - Salesforce" profile is a very restrictive standard profile designed to provide no access by default, adhering to the principle of least privilege. One of the specific permissions that is not included in this profile is the Lightning Experience User permission. Without this system permission, users will be defaulted to the Salesforce Classic interface (or potentially blocked from any UI if no other access is granted). To resolve this, the Platform Administrator should either edit the custom profile or, preferably, create a Permission Set that includes the "Lightning Experience User" checkbox and assign it to the affected users. This "unlocks" the modern Lightning interface for them. Options B and C relate to the design of specific pages, but they are irrelevant if the user isn't even allowed to enter the Lightning environment. Option A refers to a different feature set entirely and does not address basic UI access.

NEW QUESTION # 89

A Platform Administrator wants to customize the navigation menu for users in the Salesforce mobile app. The organization has not

yet implemented any Lightning apps for mobile use. Which statement about the Mobile Only app navigation is correct?

- A. The Mobile Only app can be customized to show different navigation menus for different user profiles and permission sets.
- B. Lightning pages and Visualforce pages automatically appear in the Mobile Only navigation menu without requiring tabs to be created first.
- **C. The first four items in the Mobile Only navigation menu appear both in the navigation menu and in the navigation bar at the bottom of the screen.**
- D. The Mobile Only app automatically includes all standard Salesforce objects in the navigation menu based on user permissions.

Answer: C

Explanation:

The Mobile Only app is the default navigation experience in the Salesforce mobile app when no other Lightning apps have been assigned to a user for mobile use⁶⁴. In this configuration, the navigation menu is controlled globally via the "Salesforce Navigation" setup page⁶⁵⁶⁶. A key behavior of this interface is that the first four items placed in the navigation list become the "persistent" icons that appear in the navigation bar at the bottom of the mobile screen for quick access⁶⁶. These same items also appear at the top of the "Menu" tab⁶⁷. Option A is incorrect because pages must have a corresponding Tab created before they can be added to the navigation menu⁶⁸. Option B is incorrect because the "Mobile Only" navigation is a single global setting for the entire org; if you need different menus for different profiles, you must create and deploy specific Lightning Apps⁶⁹. Option D is incorrect because standard objects do not appear automatically; the administrator must explicitly add them to the navigation list in Setup⁷⁰. Understanding this behavior is essential for ensuring mobile users have a streamlined and intuitive interface

NEW QUESTION # 90

A Platform Administrator at Cloud Kicks has a request from the finance team that all won opportunities over a certain value must be checked for accuracy before the deal can be considered fully closed. The assigned finance team member, as well as the sellers' manager, both must sign off on the deal, with the manager doing so first. Then, the finance team member must sign off, for a total of up to three sign-offs per opportunity. How should the administrator address this request?

- **A. Create an approval process with specific steps.**
- B. Create a quick action to send emails to both the manager and the finance team member.
- C. Create a screen flow that runs anytime an opportunity is closed.
- D. Add a Lightning web component to the opportunity page to capture the details in an approval record.

Answer: A

Explanation:

To manage a structured, multi-step sign-off requirement like the one described by the finance team, the Approval Process is the standard and most effective tool. An approval process allows an administrator to define a sequence of "Approval Steps." In this scenario, Step 1 would be configured to route the request to the Seller's Manager. Only after the manager approves does the record move to Step 2, which would be configured to route the request to the specific Finance Team member. This ensures the "manager first" logic is strictly enforced. Approval processes also provide a native "Approval History" related list, which serves as a vital audit trail for the finance team to verify that all necessary signatures were obtained before the deal was finalized. Using a screen flow (Option A) or quick actions (Option C) would lack the built-in locking mechanism and formal status tracking that the Approval engine provides. A Lightning Web Component (Option B) would require significant custom coding for a process that is easily handled by standard "click-not-code" configuration.

NEW QUESTION # 91

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