

100% Pass Quiz 2026 Salesforce Plat-101: Unparalleled Test Salesforce Certified Platform Foundations Quiz



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Salesforce Certified Platform Foundations Sample Questions (Q100-Q105):

NEW QUESTION # 100

A Salesforce associate has received a request to create new users for a group of new employees.
Where can the associate check the number of licenses available to be assigned to the new employees

- A. User Management Settings
- **B. Company Information**
- C. Salesforce Help

Answer: B

Explanation:

The company information page shows the number of licenses available to be assigned to the new employees, as well as other details about the organization.

NEW QUESTION # 101

A sales manager requests a report that shows total opportunity amounts grouped by:

- * Small opportunities - Amount is less than \$50,000.
- * Medium opportunities - Amount is between \$50,000 and 5100,000.
- * Large opportunities - Amount is more than \$100,000.

How should the Salesforce associate create a field to show the amount as described above?

- **A. Create a bucket field off of Amount,**
- B. Create a formula field off of Amount.
- C. Create a custom field in Setup.

Answer: A

Explanation:

The best way to create a field that shows the amount as described in the question is to use a bucket field off of Amount. A bucket field lets you group report values into categories without creating a formula or a custom field. You can create a bucket field for any numeric, picklist, or text field in a report.

NEW QUESTION # 102

Which Salesforce role produces data-driven solutions by eliciting, documenting, and examining requirements around organizational challenges?

- A. User Experience Designer
- **B. Business Analyst**
- C. Platform Developer

Answer: B

Explanation:

A business analyst produces data-driven solutions by eliciting, documenting, and examining requirements around organizational challenges. A business analyst also helps design and implement solutions using Salesforce tools and best practices

NEW QUESTION # 103

Where should field dependencies for an object be reviewed?

- A. Profiles
- **B. Object Manager**
- C. App Builder

Answer: B

Explanation:

The Object Manager is where field dependencies for an object can be reviewed. The Object Manager allows the user to view and manage the metadata of standard and custom objects in Salesforce, such as fields, page layouts, record types, buttons, and actions. Field dependencies are a type of metadata that define the relationship between a controlling field and a dependent field. For example, a field dependency could be set up so that the values available in a picklist field called Region depend on the value selected in another picklist field called Country. Profiles are used to define the baseline access and permissions for users based on their license type and job function. App Builder is a tool that allows the user to create and customize apps and pages in Salesforce using

drag-and-drop components.

NEW QUESTION # 104

A Salesforce associate wants to learn more about converting Leads to Contacts. They enjoy learning in an asynchronous, gamified way.

Which resource should they use?

- A. Salesforce Help
- **B. Trailhead**
- C. Trailblazer Community

Answer: B

Explanation:

Trailhead is the resource that the Salesforce associate should use to learn more about converting leads to contacts in an asynchronous, gamified way. Trailhead is a learning platform that provides interactive, online, and free courses for anyone who wants to learn Salesforce skills and earn credentials. Trailhead allows the user to learn at their own pace, in their own time, and in their own way. Trailhead also provides gamification features, such as badges, points, and ranks, to motivate and reward the user for their learning progress.

Trailhead has a module called Lead Management that covers the topic of converting leads to contacts, among other topics.

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 is not a learning platform, and it does not provide gamification features. The Trailblazer Community is a resource that provides an online platform where Salesforce users, partners, employees, and experts can connect, collaborate, and learn from each other. The Trailblazer Community is not a learning platform, and it does not provide gamification features.

NEW QUESTION # 105

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