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Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
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Topic 1	<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.
Topic 2	<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 3	<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 4	<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.

Salesforce Certified Platform Foundations Sample Questions (Q40-Q45):

NEW QUESTION # 40

Get Cloudy Consulting wants to group its contacts by region. On most records, this text field is blank or misspelled. Which action is recommended to ensure there is correct data for this field?

- A. Create a validation rule to enforce correct spelling.
- **B. Convert the Region field to a picklist field.**
- C. Email users a list of region names with correct spelling.

Answer: B

Explanation:

Converting the Region field to a picklist field is the recommended action to ensure there is correct data for this field. A picklist field allows the user to select a value from a predefined list of values, which ensures data consistency and accuracy. For example, the Region field could have values such as North America, Europe, Asia, and so on. Creating a validation rule to enforce correct spelling would not work, because it would not prevent the field from being blank, and it would not account for different spellings or variations of the same region. Emailing users a list of region names with correct spelling would not work, because it would rely on the users to manually enter the correct values, which is prone to human error and inconsistency.

NEW QUESTION # 41

How can a report of all Accounts with Opportunities be created?

- A. Use the Accounts report type.
- **B. Use the Accounts with Opportunities report type.**
- C. Use the Opportunities report type.

Answer: B

Explanation:

Using the Accounts with Opportunities report type is the best way to create a report of all Accounts with Opportunities. A report type defines the set of records and fields available to a report based on the relationships between a primary object and its related objects. The Accounts with Opportunities report type includes accounts that have at least one related opportunity, and allows fields from both objects to be displayed in the report. Using the Accounts report type would not work, because it would include accounts that do not have any related opportunities. Using the Opportunities report type would not work, because it would not include account fields in the report.

NEW QUESTION # 42

Get Cloudy Consulting wants to group its contacts by Region for reporting. What data type should the Salesforce associate recommend for this new Region field?

- A. Picklist
- B. Text
- C. Multi-select picklist

Answer: A

Explanation:

When grouping contacts by a specific category like Region for reporting, the recommended data type is a Picklist. Picklists ensure data consistency by restricting input to predefined values, making it easier to categorize and analyze data in reports.

- * A. Multi-select picklist: While this allows multiple values for a single record, it complicates reporting and grouping.
- * C. Text: A text field lacks standardized input, increasing the risk of inconsistent data and reporting challenges.

References from Salesforce Documentation:

- * Custom Field Types
- * Picklists in Reports

NEW QUESTION # 43

What is the maximum number of rows a report will display?

- A. 5,000
- B. 3,000
- C. 2,000

Answer: B

Explanation:

The maximum number of rows a report will display is 3,000. If a report returns more than 3,000 rows, only the first 2,000 rows are displayed and the rest are truncated. To see all the rows, you can export the report to a CSV file

NEW QUESTION # 44

A Salesforce associate deletes an Account of a company that recently went out of business. Which other related records are automatically deleted?

- A. Any related leads
- B. Any related cases
- C. Any related opportunities

Answer: C

Explanation:

When an account is deleted, any related opportunities are also deleted, unless they are closed or have a contract associated with them.

NEW QUESTION # 45

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