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CURSO PREUNIVERSITARIO
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Salesforce Certified Platform Administrator Sample Questions (Q107-Q112):

NEW QUESTION # 107

Northern Trail Outfitters wants to initiate expense reports from Salesforce to the external HR system. Managers and directors need to review this process. Which two tools should a Platform Administrator configure?

- A. Quick Action
- B. Email Alert Action
- C. Outbound Message
- D. Approval Process

Answer: C,D

Explanation:

To meet the requirement of a "review process" that ends with data being sent to an "external system," the administrator needs Approval Processes and Outbound Messages. The Approval Process (Option D) handles the internal workflow, ensuring that the manager and director sign off on the expense report. Once the final approval is granted, an "Approval Action" can be triggered. The administrator should use an Outbound Message (Option A) as that action. Outbound Messages are designed to send specific record data (XML via API) to an external URL whenever a record change occurs. This provides a reliable, declarative way to integrate Salesforce with an HR system. Quick Actions (Option C) and Email Alerts (Option B) do not support the technical data transfer needed for external system integration.

NEW QUESTION # 108

Ursa Major Solar has its business hours set from 9:00 AM to 5:00 PM for the reps that are on Pacific Time. The reps on Eastern Time need business hours set to start 3 hours earlier to cover for support. How should a Platform Administrator solve for this issue?

- A. Allow the reps to set business hours manually.
- B. Set temporary business hours for each time zone.
- C. Create one set of business hours per time zone.
- D. Adjust the current business hours to accommodate the Eastern time zone.

Answer: C

Explanation:

Salesforce allows for the creation of multiple Business Hours records to support global teams working in different time zones. To solve the requirement for Ursa Major Solar, the Platform Administrator should create two distinct sets of business hours: one for "Pacific Support" (9 AM - 5 PM PT) and one for "Eastern Support" (9 AM - 5 PM ET). This is essential because Business Hours are used by the system to calculate escalation rules and milestones correctly. For example, an escalation rule for an Eastern-based case should start counting at 9 AM ET, not 9 AM PT. Adjusting the current record to "accommodate" both (Option A) would result in a 12-hour window that doesn't accurately reflect either team's true availability. Users cannot manually set their own business hours (Option B) in a way that affects system automation. Creating one set per time zone ensures that the support team's performance metrics and automated routing are accurate and localized.

NEW QUESTION # 109

Users at Cloud Kicks want to see information that is more useful for their role on the Case page. How should a Platform Administrator make the pages more dynamic and easier to use?

- A. Add component visibility filters to the components.
- B. Delete the extra components from the page.
- C. Remove fields from the record details component.
- D. Include more tab components with filters.

Answer: A

Explanation:

In the Lightning App Builder, Component Visibility Filters allow an administrator to show or hide parts of a record page based on specific criteria, such as the user's profile, a field value, or the record type. This is the best way to make pages "dynamic." For example, the administrator can configure a "Financial Details" component to only appear when the user viewing the case has the "Finance User" profile, or hide a "Recall Instructions" component unless the "Case Reason" is set to "Product Defect." This prevents "information overload" by ensuring that users only see the tools and data relevant to their specific role or the current state of the record. Simply deleting components (Option D) or removing fields (Option C) would affect all users equally, failing to provide role-specific utility. Component visibility creates a personalized, streamlined experience that improves user productivity and reduces clutter on complex record pages.

NEW QUESTION # 110

Sales reps miss key fields when filling out an opportunity record through the sales process. Reps need to move forward in stages but are unable to enter a previous stage. Which three options should a Platform Administrator use to address this need?

- A. Enable guided selling.
- B. Configure Opportunity Path.
- C. Use Flow to mark fields required.
- D. Use validation rules.
- E. Mark fields required on the page layout.

Answer: B,D,E

Explanation:

To ensure data integrity and guide sales reps through a structured process, a Platform Administrator should use a combination of tools. Opportunity Path (Option C) provides a visual representation of the stages and allows the admin to highlight "Key Fields" and "Guidance for Success" for each stage, making it clear what information is needed to progress. To enforce the entry of that data, Validation Rules (Option D) are used to prevent a user from moving to the next stage if specific fields are blank (e.g., AND(IsChanged(StageName), IsBlank(Discovery_Notes__c))). Additionally, marking fields as required on the Page Layout (Option A) ensures that the most fundamental data points are always captured. While Flow (Option B) can perform many tasks, it is not the primary way to mark fields as "required" in the UI. "Guided Selling" (Option E) is a specific term often associated with Salesforce CPQ rather than standard Opportunity management. Using Path, Validation Rules, and Page Layout requirements provides a robust framework for managing the sales lifecycle effectively.

NEW QUESTION # 111

How can multiple Campaign records be associated with a single Opportunity?

- A. Primary Campaign Source
- B. Campaign Influence
- C. Campaign Hierarchy
- D. Campaign Members

Answer: B

NEW QUESTION # 112

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