

# Salesforce Plat-101 Free Updates | Plat-101 Exam Preparation



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## Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>• <b>Salesforce Ecosystem:</b> 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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• <b>Reports &amp; Dashboards:</b> 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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Navigation:</b> 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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Data Model:</b> 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.</li> </ul>

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## Plat-101 Exam Preparation & Vce Plat-101 Files

One of the key factors for passing the exam is practice. Candidates must use Plat-101 practice test material to be able to perform at their best on the real exam. This is why ActualCollection has developed three formats to assist candidates in their Plat-101 Preparation. These formats include desktop-based Plat-101 practice test software, web-based practice test, and a PDF format.

## Salesforce Certified Platform Foundations Sample Questions (Q25-Q30):

### NEW QUESTION # 25

Get Cloudy Consulting plans to implement Agentforce to enhance their sales team's efficiency.

Which activity does Agentforce support?

- A. Scheduling meetings with leads
- B. Automating emails to leads at pre-defined times
- C. Prioritizing sales activities based on lead conversion likelihood

**Answer: C**

Explanation:

Agentforce, part of Salesforce's Sales Cloud, utilizes Einstein AI and predictive analytics to enhance the efficiency of sales teams.

Key capabilities of Agentforce include:

\* Lead Scoring: Using AI to assign scores based on the likelihood of conversion, allowing sales teams to prioritize activities.

\* Opportunity Insights: Providing actionable recommendations based on historical and predictive data.

\* Next Best Action: Offering suggestions to engage leads effectively.

\* A. Scheduling meetings with leads: This functionality may involve Salesforce Calendar or integrated scheduling tools, not directly Agentforce.

\* C. Automating emails to leads at pre-defined times: This is a feature of Salesforce Pardot or Marketing Cloud, not Agentforce.

References from Salesforce Documentation:

\* Salesforce Sales Cloud Overview

\* Einstein Lead Scoring

\* Salesforce Associate Exam Guide

### NEW QUESTION # 26

A Salesforce associate is viewing information within a report and needs to export the data.

Into which types of files can the report be exported?

- A. Excel (.xlsx or .xls) file or comma-separated values (.csv)
- B. Word (.doc or .docx) or comma-separated values (.csv)
- C. PDF (.pdf) or Excel (.xlsx or .xls)

**Answer: A**

Explanation:

Excel (.xlsx or .xls) file or comma-separated values (.csv) are the types of files that the report can be exported into. Exporting a report allows the user to save the report data as a file that can be opened and edited in other applications, such as Microsoft Excel or Google Sheets. The user can choose to export the report as a formatted report, which preserves the report formatting and layout, or as a details only report, which includes only the report data without the formatting and layout. A formatted report can be exported as an Excel (.xlsx or .xls) file or a PDF (.pdf) file. A details only report can be exported as a comma-separated values (.csv) file.

A Word (.doc or .docx) file is not a type of file that the report can be exported into.

### NEW QUESTION # 27

A manager is creating a dashboard for their team and wants each team member to receive a copy of the dashboard results by email each week.

What should the team members do to ensure they receive their weekly results?

- A. Follow the dashboard
- B. Like the dashboard.
- C. Subscribe to the dashboard

**Answer: C**

Explanation:

The action that the team members should do to ensure they receive the weekly results of the dashboard by email is to subscribe to the dashboard. Subscriptions let users schedule dashboards to run at regular intervals and send notifications to them or other recipients by email or Chatter. Users can also set conditions for when the notifications are sent, such as when the dashboard returns no results or the results change.

### NEW QUESTION # 28

Get Cloudy Consulting is rolling out Salesforce to its organization.

What should be used to allow additional field-level access to individual employees based on their job duties?

- A. Role Hierarchy
- **B. Permission sets**
- C. Individual profiles

**Answer: B**

Explanation:

Permission sets are what should be used to allow additional field-level access to individual employees based on their job duties. Permission sets are a type of metadata that grant additional access and permissions to users based on their functional or departmental needs. Permission sets can include field-level security settings that allow read or edit access to specific fields on an object. Permission sets can be assigned to multiple users, regardless of their profile. Individual profiles are a type of metadata that define the baseline access and permissions for users based on their license type and job function. Profiles include field-level security settings that allow read or edit access to fields on an object. Profiles cannot be assigned to individual users, but to a group of users who share the same license and job function. Role hierarchy is a type of metadata that define the level of access and visibility of records for users based on their position in the organization. Role hierarchy allows users to access records owned by or shared with users below them in the hierarchy. Role hierarchy does not affect field-level access, but record-level access.

### NEW QUESTION # 29

Which sharing type shares a single, common infrastructure and code base?

- A. Metadata
- **B. Multitenant**
- C. Trust

**Answer: B**

Explanation:

Multitenant is the sharing type that shares a single, common infrastructure and code base. Multitenant means that multiple customers (tenants) share the same hardware, software, and infrastructure resources, but their data and configurations are isolated and secure. This allows Salesforce to deliver high performance, scalability, and availability to its customers.

### NEW QUESTION # 30

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