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Salesforce Plat-Admn-301 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Data and Analytics Management: This section of the exam measures skills of Salesforce Data Analyst and covers data quality assessment, data enrichment, and duplicate management. It explains how to choose appropriate reporting and analytics tools for advanced requirements, including custom report types, snapshots, formulas, joined reports, and dashboard configurations. It also covers methods for connecting external data sources using big objects, external objects, data warehouses, data lakes, and Salesforce Connect. Finally, it describes the suitable tools and methods for importing data, including Data Loader, Data Import Wizard, and external IDs.
Topic 2	<ul style="list-style-type: none">• Process Automation: This section of the exam measures skills of Salesforce Consultant and covers choosing the right automation tools to solve complex business problems. It focuses on understanding the capabilities and limitations of declarative tools, identifying the right troubleshooting methods, and applying automation correctly within Salesforce's order of execution. This section emphasizes designing efficient, scalable automation using workflow tools, flows, and other declarative features.

Topic 3	<ul style="list-style-type: none"> • Cloud Applications: This section of the exam measures skills of Salesforce Consultant and covers the standard Salesforce capabilities that support sales and service operations. It includes features such as products, price books, schedules, orders, quotes, and the tools that help with forecasting and territory management. The section also describes how to create Salesforce Knowledge articles, manage entitlements, support service workflows, and enable interactions through chat, case feed, Omni-Channel, console apps, and Experience Cloud sites. It also introduces the broader Salesforce suite that extends core platform functionality.
Topic 4	<ul style="list-style-type: none"> • Auditing and Monitoring: This section of the exam measures skills of a Salesforce Support Specialist and covers the tools used to monitor system behavior and review user activity. It includes understanding debug logs, setup audit trail, and methods for ensuring sensitive data is handled correctly in both production and sandbox environments. It also explains how to review and troubleshoot security settings, including recognizing pending updates that might affect system access.

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Salesforce Certified Platform Administrator II Sample Questions (Q112-Q117):

NEW QUESTION # 112

The VP of sales at AW Computing utilizes a Lead report grouped by Country and Lead Source to show where the leads are coming from. The number of leads varies greatly for each Country.

What should the administrator configure on the report to show the Lead Source effectiveness for each country?

- A. Bucket fitters
- B. The 'Show Unique Count'
- **C. PARENTGROUPVAL Function**
- D. PREVGROUPVAL function

Answer: C

Explanation:

The PARENTGROUPVAL function is a formula function that returns the value of a parent group in a report.

It can be used to compare values across different groupings and show relative performance. In this case, the administrator can use this function to show the lead source effectiveness for each country by calculating the percentage of leads from each lead source divided by the total number of leads for each country. References:

https://help.salesforce.com/s/articleView?id=sfreports_formulas_parentgroupval.htm&type=5

NEW QUESTION # 113

The accounting team at Universal Containers is looking to roll out two new custom objects: a parent Invoice object and a child Payment object. Whenever a Payment record is created, the Invoice object should be updated to reflect the current outstanding value of the Invoice.

What should the administrator do to build this functionality?

- A. Create a master-detail relationship on the Payment and a workflow cross object field update.
- **B. Create a master-detail relationship on the Payment with a Roll-up Summary field on the Invoice.**
- C. Create a lookup-relationship on the Payment with a Roll-up Summary field on the Invoice.
- D. Create a lookup-relationship on the Payment and a workflow cross object field update.

Answer: B

Explanation:

Creating a master-detail relationship on the Payment with a Roll-up Summary field on the Invoice will build this functionality. A master-detail relationship creates a parent-child relationship between two objects, where the child records inherit the sharing and security settings of their parent. A Roll-up Summary field calculates values from related child records, such as count, sum, min, or max. In this case, the Roll-up Summary field on the Invoice can calculate the sum of all Payments related to it and subtract it from the Invoice amount to get the current outstanding value. References: https://help.salesforce.com/s/articleView?id=sf.relationships_considerations.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.fields_about_roll_up_summary_fields.htm&type=5

NEW QUESTION # 114

users at Northern Trail Outfitters have a lot of fields on their new account records because they track their accounts and competitors on the Account object. For accounts created for customers, they need access to different fields than the accounts used to track competitors. For partner accounts, they need different values in the Industry field. What should the administrator use to resolve the issues?

- A. Business Processes
- B. Flow Builder
- C. Required Fields
- **D. Record Types**

Answer: D

Explanation:

record types allow administrators to offer different business processes, picklist values, and page layouts to different users based on their profiles. By using record types for accounts and contacts at AW Computing, administrators can track their accounts and competitors on different record types with different fields on their page layouts. For partner accounts, they can also use record types to specify different values in the Industry picklist field. References: https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

NEW QUESTION # 115

Cloud Kicks has created a new flow that deletes records. What should the administrator consider when testing the flow?

- A. Flow with delete elements need to be inactivate to ensure that the test record is not actually deleted.
- B. Flows with delete elements cannot be debugged by the Flow debugged tool.
- C. Record deleted by Flow when debugging are hard deleted.
- **D. Even if the flow is inactive, debugging the flow will delete the test record.**

Answer: D

Explanation:

Debugging a flow allows administrators to test how a flow behaves before activating it or making changes to it. Debugging a flow runs it in real time using test data provided by the administrator or default values from the flow. However, debugging a flow also performs any actions defined in the flow, such as creating, updating, or deleting records. Therefore, if a flow has a delete element that deletes a record based on certain criteria, debugging the flow will delete the test record even if the flow is inactive. References: https://help.salesforce.com/s/articleView?id=sf.flow_debug.htm&type=5

NEW QUESTION # 116

An administrator has been tasked with sending an email notification to all project team members when project status is changed to Allocated. Project teams contain users from different departments and different roles. How should an administrator ensure the proper users will receive the email?

- A. Move the project users to the same role and send the email alert to everyone in the role.
- B. Use sharing rules to automatically share with the individual users in the project team.
- C. Configure a queue for the project team and have members view the queue's list view.

- **D. Create public groups for each project team and send the email alert to the project group.**

Answer: D

Explanation:

Public groups let you share records with a set of users defined by criteria such as role, profile, or individual users. You can use public groups as recipients for email alerts in workflow rules or process builder.

References: <https://trailhead.salesforce.com/en/content/learn/modules>

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NEW QUESTION # 117

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