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Salesforce Plat-Admn-301 Exam Syllabus Topics:

Topic	Details
Topic 1	• Objects and Applications: This section of the exam measures the skills of a Salesforce Business Analyst and covers selecting appropriate object and application-level solutions to meet business needs. It focuses on identifying when to use master-detail relationships, lookups, junction objects, related lists, record types, Schema Builder, and Object Creator. The section also includes improving UI and user experience using App Manager, Lightning App Builder, Dynamic Forms, standard Lightning components, console apps, and tools like the Lightning page analyze button.
Topic 2	• 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	• Environment Management and Deployment: This section of the exam measures skills of Salesforce Administrator and covers moving metadata between environments using tools such as sandboxes, change sets, and managed or unmanaged AppExchange packages. It explains the capabilities and best practices related to deploying changes through change sets to ensure smooth and controlled migrations.

Topic 4	• Security and Access: This section of the exam measures the skills of Salesforce Administrator and covers how record-level access, field access, and sharing models impact data visibility across the system. It focuses on understanding controlled-by-parent relationships, territory management, role hierarchies, and access to reports, dashboards, and email folders. It also includes comparing custom profiles, permission sets, and delegated administration, along with evaluating different authentication methods. The section also addresses the structure of business models such as person accounts, standard accounts, contacts, and contact-to-multiple-account relationships.
Topic 5	• 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.

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Salesforce Certified Platform Administrator II Sample Questions (Q158-Q163):

NEW QUESTION # 158
An administrator at AW Computing noticed that a custom field on the Contact object was changed from text to text area.
What tool should the administrator use to investigate this change?

- A. Field History Tracking
- B. Debug Log
- C. Developer Console
- D. View Setup Audit Trail

Answer: D

Explanation:
The View Setup Audit Trail page lets you view the 20 most recent setup changes made to your org. You can also download a file of the last six months of setup changes. References: https://help.salesforce.com/s/articleView?id=sf.monitoring_setup_audit_trail.htm&type=5

NEW QUESTION # 159
The director of sales wants to make sure that every opportunity has either a sales engineer or an account executive assigned to the deal.
How should the administrator meet this requirement?

- A. Require the Sales Engineer and the Account Executive lookup fields on the page layout.
- B. Write a validation rule that checks if the fields are blank and require that one of them of completed in order to save the opportunity.
- C. Create a different record type for deals with Sales Engineers and deals with Account Executives to capture one or the other.

- D. Assign a task to the owner if an opportunity is created without one of these fields filled out.

Answer: B

Explanation:
A validation rule can enforce data quality by preventing users from saving records that do not meet certain criteria. In this case, the validation rule can check if both the Sales Engineer and the Account Executive lookup fields are blank, and display an error message if so. This way, the director of sales can ensure that every opportunity has either a sales engineer or an account executive assigned to the deal. References:
https://help.salesforce.com/s/articleView?id=sf.validation_rules_overview.htm&type=5

NEW QUESTION # 160
A new administrator at Cloud Kicks has reported that they are unable to use outbound change sets as requested.
What permission should be reviewed to determine if it is missing from the administrator user or profile?

- A. API Enabled
- B. Modify Metadata Through Metadata API Functions
- C. Deploy Change Sets
- D. Create and Upload Change Sets

Answer: D

Explanation:
To use outbound change sets, a user needs to have the Create and Upload Change Sets permission on their profile or permission set. This permission allows users to create change sets in a sandbox or Developer Edition organization and upload them to another organization. References: https://help.salesforce.com/s
/articleView?id=sf.changesets_create_upload_perm.htm&type=5

NEW QUESTION # 161
At Cloud Kicks, the distributor account information is sensitive information. The administrator needs to make sure this information is unavailable to testers in the full sandbox.
What should the administrator recommend?

- A. Use the data masking tool.
- B. Delete the sensitive information.
- C. Refresh the sandbox.
- D. Assign the users a new permission set.

Answer: A

Explanation:
The data masking tool is a tool that allows you to mask sensitive data in your full sandbox by replacing it with fictitious data. This can help you protect your data privacy and comply with regulations while testing in a realistic environment. You can use the data masking tool to mask data for standard and custom objects, including person accounts, and choose from different masking formats and options. References: https://help.
salesforce.com/s/articleView?id=sf.data_mask.htm&type=5

NEW QUESTION # 162
A user at Universal Containers wants to load records Into a custom object named Location from a .csv file.
While using Data Loader, they cannot find the Location object.
What are two reasons this is happening?
Choose 2 answers

- A. Location has a master-detail field to Account.
- B. The label of Location may have been changed.
- C. Data Loader should only be used with standard objects.
- D. The users profile needs create access to Location.

Answer: B,D

Explanation:
Two reasons why the user cannot find the Location object while using Data Loader are:
* The label of Location may have been changed. The label of an object is the name that is displayed in the user interface and can be different from the API name that is used by Data Loader and other tools. If the label of Location has been changed to something else, such as Site or Venue, then the user may not be able to find it by searching for Location in Data Loader. The user should check the API name of the object in Object Manager or use the Describe Global operation in Data Loader to see all available objects and their labels.
* The user's profile needs create access to Location. The user's profile determines what objects and fields they can access and what actions they can perform on them, such as creating, reading, updating, or deleting records. If the user's profile does not have create access to Location, then they will not be able to load records into that object using Data Loader. The user should check their profile permissions in Setup or ask their administrator to grant them create access to Location.
The other two options are incorrect because:
* Data Loader should only be used with standard objects is not a reason because Data Loader can be used with both standard and custom objects, as long as they are accessible and queryable via the API.
* Location has a master-detail field to Account is not a reason because having a master-detail field does not prevent an object from being available in Data Loader, as long as it meets the other requirements such as accessibility and queryability.
References: https://help.salesforce.com/s/articleView?id=sf.data_loader.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.data_loader_describe_global.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.admin_object_permissions

NEW QUESTION # 163
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