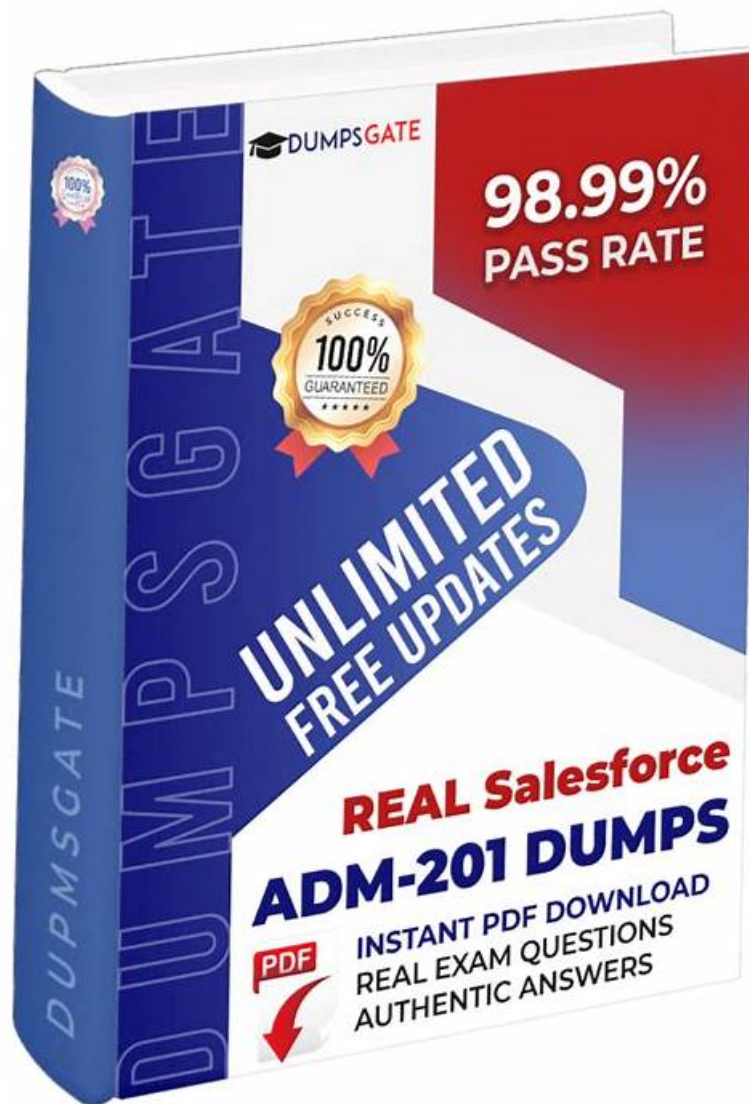


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Salesforce Certified Platform Administrator Sample Questions (Q107-Q112):

NEW QUESTION # 107

A group of sales reps can view each other's orders on a report; however, they would like a report to view just their own orders. What should a Platform Administrator do to set up a report for the sales reps? 31

- A. Set Organization Wide Defaults of Order object to Private.
- B. Set the Opportunity Filter for Primary as True.
- C. Filter by Opportunity Owner equals \$USER.
- D. Save the report in a private folder for the user.

Answer: C

Explanation:

In Salesforce reporting, administrators can use relative date and user filters to make a single report template dynamic for every person who views it. By setting the filter to Opportunity Owner (or Order Owner) equals \$USER, the report will automatically filter the results to show only those records owned by the individual currently logged in and viewing the report. This is much more efficient than creating separate reports for every rep. While setting the Organization-Wide Defaults to Private (Option C) would restrict general visibility, it does not help if the reps need to be able to see each other's data for other business reasons but simply want a "clean" personal view for daily tasks³⁶. Saving the report in a private folder (Option D) only restricts who can see the report itself, not the data contained within it. Using the \$USER variable is the standard way to provide personalized, relevant data views in a shared reporting environment.

NEW QUESTION # 108

Cloud Kicks uses the standard Account Type field to indicate different account tiers. Users find this confusing, so management has asked that the field be changed to read "Tier" on the page layouts. How should a Platform Administrator implement this change?

- A. Edit the Type field and change the name.
- B. Use Rename Tabs and Labels.
- C. Build a custom field called Tier and delete Type.
- D. Create a global picklist value set.

Answer: B

Explanation:

To change the display name of a standard field (like "Account Type") globally across the entire organization, the correct tool is Rename Tabs and Labels in the Setup menu. This tool allows an administrator to modify the singular and plural labels for standard objects and the field labels for their standard fields. By renaming "Type" to "Tier," the change will be reflected on page layouts, in report column headers, and in list views. This is the preferred method because it preserves the underlying data and logic associated with the standard field. Option A is incorrect because standard field names cannot be edited in the "Fields and Relationships" menu. Option C is a destructive and complex process that would require data migration and could break existing reports or integrations. Option D does not address the label of the field itself.

NEW QUESTION # 109

Ursa Major Solar's Platform Administrator is editing the page layout for a new custom object. A text area field is accidentally removed from the page layout, and it needs to be restored to the page layout. What are two methods for achieving this goal?

- A. From the fields palette, drag the field into the same position.
- B. Restore from the recycle bin within 15 days.
- C. Restore original page layout from a sandbox.
- D. Clone the layout from a different profile and use save as.

Answer: A,C

Explanation:

When a field is removed from a page layout, the field itself is not deleted from the database; it is simply no longer displayed to the

user. To restore it, the most direct method is to use the Page Layout Editor, find the field in the Fields Palette at the top of the editor, and drag it back onto the layout (Option D). This is the standard "undo" action for layout changes. Alternatively, if the layout has undergone many complex changes and the admin wants to revert to a known good state, they could restore it from a Sandbox (Option B) by redeploying the layout metadata. Option C is incorrect because the Recycle Bin is for deleted records or fields, not for layout configurations. Option A is a workaround that involves creating a new layout based on another, but it is not a direct way to "restore" the specific layout being edited.

NEW QUESTION # 110

Universal Containers wants to track all stakeholders involved in its sales opportunities to ensure proper relationship management. Sales reps need to identify who has decision-making authority, who influences the buying process, and who serves as the primary contact for each deal. Which feature should a Platform Administrator configure to meet this requirement?

- A. Configure opportunity team members to track internal and external stakeholders.
- B. Set up account teams to track stakeholders across multiple opportunities.
- C. Use standard fields on opportunities to track stakeholder information.
- **D. Use contact roles on opportunities to identify stakeholder involvement and influence.**

Answer: D

Explanation:

Opportunity Contact Roles allow sales reps to link multiple Contacts to a single Opportunity and assign a specific "Role" to each, such as "Decision Maker," "Influencer," or "Economic Buyer." This provides the visibility needed to understand the "buying committee" for a deal. It also allows for the designation of a "Primary Contact." Opportunity Teams (Option A) are used to track internal staff working the deal. Account Teams (Option B) track collaboration at the account level but are not deal-specific. Standard fields (Option C) are insufficient for tracking a "one-to-many" relationship between an opportunity and multiple contacts with unique roles. Contact Roles are the standard feature designed exactly for stakeholder management in the sales process.

NEW QUESTION # 111

The client services and customer support teams share the same profile but have different permission sets. The custom object Retention related list needs to be restricted to the client services team on the Lightning record page layout. What should a Platform Administrator use to fulfill this request?

- A. Record Type Assignment
- B. Page Layout Assignment
- **C. Component Visibility**
- D. Sharing Settings

Answer: C

Explanation:

When users share the same profile but require different user interface experiences, Component Visibility is the most effective tool. In the Lightning App Builder, the administrator can select the "Related List" component (or a "Related List - Single" component for Retention) and add a visibility filter. The filter can be set to "User > Permission > Custom Permission" or "User > Profile," but since they share a profile, the best approach is to filter based on a Permission Set or a specific user field. This allows the Retention list to be visible only to the Client Services team members while remaining hidden for the Customer Support team, even though they are looking at the same record. Page Layout Assignment (Option A) and Record Type Assignment (Option C) are profile-based and would not work since the teams share a profile. Sharing Settings (Option D) control access to the data itself, but the request specifically asks to hide the UI element (the related list).

NEW QUESTION # 112

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