

信頼できるPlat-Admn-201真実試験 &合格スムーズ Plat-Admn-201資格問題対応 |権威のあるPlat-Admn-201模試エンジンSalesforce Certified Platform Administrator



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Salesforce Plat-Admn-201 認定試験の出題範囲：

トピック	出題範囲
トピック 1	• Data and Analytics Management: This domain focuses on data operations including importing, exporting, and backing up data, maintaining data quality through validation rules, and creating reports and dashboards while understanding sharing model impacts.
トピック 2	• Configuration and Setup: This domain covers foundational administrative tasks including company settings, user interface configuration, user management with licenses and access controls, and implementing security measures through login restrictions and the Salesforce sharing model.
トピック 3	• Productivity and Collaboration: This domain addresses activity management, Chatter collaboration, Salesforce mobile app customization, and AppExchange applications including managed and unmanaged packages.

トピック 4	• Sales and Marketing Applications: This domain addresses sales cycle management from leads to opportunities, including productivity features, lead automation, campaign management, forecasting, and Einstein for Sales capabilities.
トピック 5	• Automation: This domain covers automation tools for streamlining business processes, including assignment and escalation rules, Flow configuration for various scenarios, and approval process setup.

>> Plat-Admn-201 真実試験 <<

Plat-Admn-201 資格問題対応、Plat-Admn-201 模試エンジン

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Salesforce Certified Platform Administrator 認定 Plat-Admn-201 試験問題 (Q42-Q47):

質問 # 42

The sales director at Cloud Kicks wants to be able to predict upcoming revenue in the next several fiscal quarters so they can set goals and benchmark how reps are performing. Which two features should a Platform Administrator configure?

- A. Opportunity List View
- B. Forecasting
- C. Opportunity Stages
- D. Sales Quotes

正解: B、C

解説:

To "predict upcoming revenue" and "benchmark performance," Salesforce provides the Collaborative Forecasting feature. Forecasting (Option B): This tool allows managers to see their pipeline summarized by time period (quarters) and category. It provides a real-time view of what the team expects to close.

Opportunity Stages (Option D): Forecasting relies directly on the Opportunity Stage. Each stage is mapped to a "Forecast Category" (e.g., Pipeline, Best Case, Commit, Closed). By accurately defining these stages and their associated probabilities, the Platform Administrator ensures that the forecast reflects a realistic revenue prediction.

Sales Quotes (Option A) are for generating customer-facing documents. List Views (Option C) are for managing individual records but do not provide the multi-quarter aggregation and benchmarking capabilities required by the sales director.

質問 # 43

Cloud Kicks wants a report to categorize accounts into small, medium, and large based on the dollar value found in the Contract Value field. Which feature should a Platform Administrator use to meet this request?

- A. Group Rows
- B. Filter Logic
- C. Bucket Column
- D. Detail Column

正解: C

解説:

In Salesforce reporting, a Bucket Column is the most efficient tool for categorizing records without the need for creating custom fields or complex formula logic. Bucketing allows an administrator to define ranges of values for a field-such as the "Contract Value" currency field-and assign a label to each range, such as "Small," "Medium," or "Large." This is particularly useful for grouping data into segments that do not exist natively in the data model. For example, if a "Small" account is defined as anything under \$50,000

and "Large" is over \$200,000, the bucket tool allows the admin to visually organize these in the report builder interface. Unlike Grouping Rows, which merely clusters identical values together, a Bucket Column transforms raw data into meaningful categories for visualization. This feature significantly enhances data storytelling by providing a summarized view of account distribution based on specific financial thresholds without impacting the actual Account record or requiring administrative overhead for new fields.

質問 # 44

A sales rep typically has several open opportunities for each of their accounts. Which tool should a Platform Administrator suggest to the sales rep to obtain the total number of accounts associated with open opportunities in a report?

- A. Group Rows
- **B. Unique Count**
- C. Report Filter
- D. Bucket Column

正解: B

解説:

When a report contains many rows where the same Account name appears multiple times (due to having several opportunities), a simple count of rows will not accurately represent the number of distinct accounts. To find the specific number of individual accounts, the Platform Administrator should use the Unique Count feature on the Account Name or Account ID column in the report builder. Selecting "Show Unique Count" provides a total at the bottom of the report (and in summary groupings) that counts each unique value only once, regardless of how many times it appears in the list. Bucket Columns (Option A) group data into categories⁴⁶. Report Filters (Option B) exclude records⁴⁷. Grouping Rows (Option D) visually organizes the report by Account but does not inherently provide a single summary number for the count of distinct accounts in the way that Unique Count does.

質問 # 45

A Platform Administrator assigned a custom profile based on the Minimum Access named Salesforce profile to a group of new users and assigned them several existing permission sets. However, when the users log in, they do not see the Lightning interface. Which action should the administrator take to give the users access to the Lightning interface?

- A. Add Lightning component to a layout.
- **B. Assign a permission to enable Lightning Experience User.**
- C. Create a page in Lightning App Builder with the org as default.
- D. Enable the Enhanced Interface for User Access Policies.

正解: B

解説:

The "Minimum Access - Salesforce" profile is a very restrictive standard profile designed to provide no access by default, adhering to the principle of least privilege. One of the specific permissions that is not included in this profile is the Lightning Experience User permission. Without this system permission, users will be defaulted to the Salesforce Classic interface (or potentially blocked from any UI if no other access is granted). To resolve this, the Platform Administrator should either edit the custom profile or, preferably, create a Permission Set that includes the "Lightning Experience User" checkbox and assign it to the affected users. This "unlocks" the modern Lightning interface for them. Options B and C relate to the design of specific pages, but they are irrelevant if the user isn't even allowed to enter the Lightning environment. Option A refers to a different feature set entirely and does not address basic UI access.

質問 # 46

Once an opportunity reaches the negotiation stage at Cloud Kicks, the Amount field becomes required for sales users. Sales managers need to be able to move opportunities into this stage without knowing the amount. How should a Platform Administrator require this field during the negotiation stage for sales users but allow their managers to make changes?

- A. Assign the Administrator profile to the managers.
- B. Create a formula field to fill in the field for managers.
- **C. Configure a validation rule to meet the criteria.**
- D. Make the field required for all users.

正解: C

解説:

A Validation Rule is the only way to enforce conditional requirement logic based on both record data (the stage) and user data (the user's profile or role). To achieve this, the Platform Administrator would write a formula that checks three things: if the Stage is "Negotiation," if the Amount field is blank, and if the user is not a manager. The formula would look something like: AND(ISPICKVAL(StageName, "Negotiation"), ISBLANK(Amount), \$Profile.Name <> "Sales Manager"). This allows the system to block standard sales users from saving the record without an amount, while the exception for the manager's profile allows them to bypass the requirement. Making the field required on the page layout (Option A) would affect all users equally, failing to meet the requirement for managers. Assigning the Admin profile to managers (Option B) is a major security risk and violates the principle of least privilege.1

質問 # 47

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Plat-Admn-201資格問題対応: <https://www.mogixexam.com/Plat-Admn-201-exam.html>

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