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Salesforce Plat-Admn-301 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.

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.

Salesforce Certified Platform Administrator II Sample Questions (Q154-Q159):

NEW QUESTION # 154

What would prevent a user from syncing a quote with an opportunity?

- A. The quote has already passed its expiration date.
- **B. Another quote is already synced with the opportunity and is awaiting approval.**
- C. The quote has a validation rule preventing it from being updated.
- D. Another quote is already synced with the opportunity.

Answer: B

Explanation:

Another quote is already synced with the opportunity will prevent a user from syncing a quote with an opportunity. Only one quote can be synced with an opportunity at a time. If a user tries to sync another quote, they will get an error message saying that the opportunity already has a synced quote. References: https://help.salesforce.com/s/articleView?id=sf.quotes_syncing.htm&type=5

NEW QUESTION # 155

Cloud Kicks users need to link multiple Case records to multiple Outcome records stored in a custom object.

Any user that can view the Case record must be able to create a link. The administrator creates a Case Outcome custom object. What is the recommended option to use when adding a field to Case Outcome?

- **A. Lookup relationship with Read/Write sharing setting**
- B. Lookup relationship with Read-Only sharing setting.
- C. Master-detail relationship with Read/Write sharing setting
- D. Master-detail relationship with Read-Only sharing setting.

Answer: A

Explanation:

A lookup relationship with Read/Write sharing setting is the recommended option to use when adding a field to Case Outcome custom object. A lookup relationship is a type of relationship that links two objects together and allows users to associate one record with another. A lookup relationship does not affect the security or deletion of either record and can be optional or required. In this case, you can create a lookup relationship field on Case Outcome object that references Case object and allows users to link multiple Case records to multiple Case Outcome records. You can also set the sharing setting for the lookup field to Read/Write, which means that users who have access to the parent record can also access and edit the child record. References: https://help.salesforce.com/s/articleView?id=sf.relationships_lookup.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.relationships_considerations_lookup.htm&type=5

NEW QUESTION # 156

The administrator at Universal Containers does a soft launch of the Salesforce Authenticator app and allows users to optionally use it to log in. The administrator would now like to look at how many users have successfully used it since it was rolled out. What are two ways the administrator can get this information?

Choose 2 answers

- A. Open the Login Access Policies in Setup which shows how many users are using MFA.
- **B. Run a session setting report, specifying login methods by user.**
- **C. Create a new view in Identity Verification History, specifying Method.**
- D. The order of flow execution is unpredictable

Answer: B,C

Explanation:

Salesforce Authenticator is an app that allows users to verify their identity when logging in to Salesforce using two-factor authentication (2FA). 2FA adds an extra layer of security by requiring users to enter a verification code or approve a notification on their mobile device after entering their username and password.

To look at how many users have successfully used Salesforce Authenticator since it was rolled out, an administrator can use two ways:

* A) Run a session setting report, specifying login methods by user.

A session setting report is a report that shows information about users' login sessions, such as login time, location, IP address, browser, platform, etc. A session setting report can also show the login methods used by users, such as password, verification code, or notification. By running a session setting report, specifying login methods by user, an administrator can see how many users have used Salesforce Authenticator to log in to Salesforce. References: https://help.salesforce.com/s/articleView?id=sf.reports_session.htm&type=5

* C) Create a new view in Identity Verification History, specifying Method.

Identity Verification History is a page that shows the history of identity verification attempts for each user in the org. Identity verification history includes information such as date, time, status, method, and IP address of each attempt. By creating a new view in Identity Verification History, specifying Method as a filter criterion, an administrator can see how many users have used Salesforce Authenticator to verify their identity when logging in to Salesforce. References: https://help.salesforce.com/s/articleView?id=sf.identity_verification_history.htm&type=5

NEW QUESTION # 157

An administrator at Cloud Kicks has been tasked by the compliance team to flag where sensitive information is stored in Salesforce. What feature should the administrator use to fulfill this requirement?

- A. Schema Builder
- B. Classic Encryption
- **C. Data Classification**
- D. Field-Level Security

Answer: C

Explanation:

Data Classification is the feature that the administrator should use to flag where sensitive information is stored in Salesforce. Data Classification is a feature that allows administrators to flag where sensitive information is stored in Salesforce by assigning sensitivity and classification levels to fields. Data Classification can help administrators comply with data privacy regulations and best practices by identifying and managing sensitive data in their orgs.

NEW QUESTION # 158

AW Computing organizes its sales regions as East, Central, and West. Each region has sales reps, a sales director, and sales operations members. The organization-wide default for all objects is set to Private.

Members of the operations team for the East region need access to all the accounts and opportunities in the region.

How should the administrator configure this requirement?

- A. Share an Opportunity sharing the with a public group containing the East operations profile.
- B. Assign to a role in the role hierarchy positioned above the East sales director.
- **C. Utilize territory management to add the operations team to the East territory.**
- D. Instruct the operations team members to add themselves to the account teams.

Answer: C

Explanation:

Territory management is a feature that allows you to grant access to accounts and opportunities based on criteria such as geography, industry, product line, or customer size. A territory is a grouping of accounts and users that represents a market segment or business unit. In this case, the administrator should utilize territory management to add the operations team to the East territory, which contains all the accounts and opportunities in the East region. This way, the operations team members can access all the records in their territory regardless of who owns them or what the organization-wide default is. References: https://help.salesforce.com/s/articleView?id=sf.territories__overview.htm&type=5 https://help.salesforce.com/s/articleView?id=sf.territories_define.htm&type=5

NEW QUESTION # 159

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The Salesforce Certified Platform Administrator II certification has become very popular to survive in today's difficult job market in the technology industry. Every year, hundreds of Salesforce aspirants attempt the Plat-Admn-301 exam since passing it results in well-paying jobs, salary hikes, skills validation, and promotions. Lack of Real Plat-Admn-301 Exam Questions is their main obstacle during Plat-Admn-301 certification test preparation.

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