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Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Salesforce Ecosystem: This section of the exam measures skills of Marketing Cloud Administrators and covers the overall Salesforce ecosystem. It focuses on understanding the different resources available for learning and skill development, recognizing how Salesforce Customer 360 products can be applied in real business use cases, and explaining how organizations make use of Salesforce in daily operations. It also highlights awareness of job roles and career opportunities within the Salesforce ecosystem.
Topic 2	<ul style="list-style-type: none">• Reports & Dashboards: This section of the exam measures skills of Marketing Specialists and covers reporting and visualization in Salesforce. It includes describing how reports are built, how dashboards present insights, and how these tools help organizations monitor performance and make informed marketing decisions.
Topic 3	<ul style="list-style-type: none">• Navigation: This section of the exam measures the skills of Marketing Specialists and covers how users navigate Salesforce. It tests the ability to locate and access necessary information in given scenarios and to identify where different types of Salesforce customizations take place. The emphasis is on practical system navigation that supports marketing operations.

Topic 4	<ul style="list-style-type: none"> • Data Model: This section of the exam measures skills of Marketing Cloud Administrators and covers Salesforce's data model. It involves understanding the relationship between core standard objects such as Accounts, Contacts, Leads, Opportunities, and Cases. The section also evaluates knowledge of ensuring data visibility through features and maintaining data integrity using the right tools in different business scenarios.
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Salesforce Certified Platform Foundations Sample Questions (Q96-Q101):

NEW QUESTION # 96

To which Team should a Salesforce associate be added to gain access to an Account and its related opportunities?

- **A. Account Team**
- B. Lead Team
- C. Opportunity Team

Answer: A

Explanation:

The account team is the team that a Salesforce associate should be added to gain access to an account and its related opportunities. The account team is a feature that allows the user to share an account and its related records, such as contacts, opportunities, and cases, with other users who play a role in the account. The account team can include different team members with different roles and access levels. For example, the account team could include a sales rep, a sales manager, a product specialist, and a customer service agent.

The opportunity team is a feature that allows the user to share an opportunity and its related records, such as products, quotes, and activities, with other users who work on the opportunity. The opportunity team does not grant access to the account or its other related records, such as contacts or cases. The lead team is a feature that allows the user to share a lead and its related records, such as tasks, events, and notes, with other users who work on the lead. The lead team does not grant access to the account or its related records, such as contacts or opportunities.

NEW QUESTION # 97

An organization wants to implement Salesforce into its business model. The requirements include:

- * Operations management
- * Program management
- * Grantmaking
- * Fundraising
- * Marketing
- * Engagement

Which cloud is preconfigured to handle all of these requirements?

- **A. Nonprofit**
- B. Experience
- C. Analytics

Answer: A

Explanation:

The Nonprofit Cloud is preconfigured to handle all of the requirements listed, such as operations management, program management, grantmaking, fundraising, marketing, and engagement. The Nonprofit Cloud is a set of solutions that helps nonprofits

drive greater impact through connected experiences.

NEW QUESTION # 98

Get Cloudy Consulting (GCC) has a Contact that works at two different Accounts. How should GCC related this Contact to two Accounts?

- **A. Use Contacts to multiple Accounts**
- B. Merge the two Account records
- C. Create two contact records

Answer: A

Explanation:

Contacts to multiple accounts is a feature that allows a contact to be related to more than one account. This is useful for scenarios where a contact works at multiple companies or has different roles at different accounts.

Creating two contact records would result in duplicate data and confusion. Merging the two account records would not solve the problem of relating the contact to two accounts.

NEW QUESTION # 99

Two users in the same opportunity record are seeing different fields. What is the reason for this?

- A. The users have been configured with different Locales.
- **B. The users are assigned different profiles and page layouts.**
- C. The missing fields are marked as hidden in Object Manager.

Answer: B

Explanation:

The users are assigned different profiles and page layouts, which determine the fields they can see and edit on the opportunity record.

NEW QUESTION # 100

A Salesforce associate has been tasked with creating new fields on the Contact object and determining what type of field be used for each one.

Where should the associate go to understand the differences between the data types?

- **A. Salesforce Help**
- B. Customer Support
- C. App Launch

Answer: A

Explanation:

Salesforce Help is where the associate should go to understand the differences between the data types.

Salesforce Help is a resource that provides documentation, guides, videos, and support for Salesforce users who need assistance with using or troubleshooting Salesforce products and features. Salesforce Help has a section called Data Types that explains the characteristics and use cases of each data type, such as text, number, date, picklist, checkbox, and so on. Customer Support is a service that provides technical support and assistance for Salesforce users who encounter issues or errors with Salesforce products and features.

Customer Support is not a resource that explains the differences between the data types, but rather a resource that helps resolve problems or incidents. App Launcher is a feature that allows the user to access all the apps and objects in Salesforce, such as Sales, Service, Marketing, and so on. App Launcher is not a resource that explains the differences between the data types, but rather a feature that helps navigate the user interface.

NEW QUESTION # 101

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