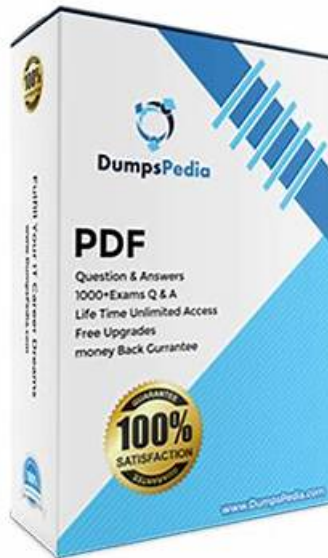


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Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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 (Q12-Q17):

NEW QUESTION # 12

An employee at Get Consulting recently changed their name and received a new username. Where should these changes be updated?

- A. User profile page
- **B. User Record page from Setup**
- C. Contact Record page

Answer: B

Explanation:

The user record page from Setup is where the changes should be updated. The user record page from Setup allows the user to view and edit the information and settings of a user, such as name, username, email, profile, role, and license. The user record page from Setup can be accessed by clicking the Setup icon in the header, then clicking Users > Users, and then clicking the name of the user. The contact record page is where the user can view and edit the information of a contact, such as name, phone, email, account, and address. The contact record page does not affect the user's username or login access. The user profile page is where the user can view and edit their personal information, such as name, email, password, and language. The user profile page does not allow the user to change their username or license.

NEW QUESTION # 13

A sales manager at Get Cloudy Consulting wants a report that shows their top-selling product families by quantity.

- A. Group by active products > Filter to show opportunities this year > Sum the quantity
- B. Group by product family > Filter to show only Closed Won opportunities > Sum the total number sold
- **C. Group by opportunity stage > Filter by product family > Sum the total number sold**

Answer: C

Explanation:

The steps that the sales manager should follow to create a report that shows their top-selling product families by quantity are:
 * Group by product family > Filter to show only Closed Won opportunities > Sum the total number sold These steps will allow the sales manager to see how many products from each product family were sold in the closed opportunities, and compare the performance of different product families.

NEW QUESTION # 14

Which Trailhead feature should Get Cloudy Consulting use to create a custom learning path for its employees?

- A. Trail mixes
- B. Modules
- C. Projects

Answer: A

Explanation:

Trailmixes are the Trailhead feature that Get Cloudy Consulting should use to create a custom learning path for its employees. Trailmixes are collections of learning content that users can create, customize, and share with others. Users can add modules, projects, trails, superbadges, and even external links to their trailmixes and assign due dates and points

NEW QUESTION # 15

When a sales rep needs to give an additional discount for an opportunity, a manager needs to review and authorize the discount request.

What should be used to lock the record before a decision is made?

- A. Page layout
- B. Approval process
- C. validation rule

Answer: B

Explanation:

An approval process is a workflow that defines the steps and criteria for approving a record. It can be used to lock the record before a decision is made, and send email alerts and tasks to the approvers.

NEW QUESTION # 16

Get Cloudy Consulting wants to implement an AI Agent with Agentforce.

What is a feature of Agents?

- A. Data retention
- B. Toxicity detection
- C. Hallucination prevention

Answer: C

Explanation:

Agentforce, part of Salesforce's Einstein AI-powered tools, incorporates advanced AI models to enhance customer interactions while maintaining data integrity. A key feature of AI Agents in Salesforce is Hallucination prevention, which ensures AI-generated responses are accurate and grounded in factual data from the system. This prevents the AI from fabricating irrelevant or incorrect information.

* B. Toxicity detection: While it is an important AI feature in some systems, Salesforce Agentforce does not explicitly highlight toxicity detection as a feature.

* C. Data retention: This refers to how data is stored and managed but is not a feature specific to AI Agents.

References from Salesforce Documentation:

* Salesforce AI Overview

* Einstein AI Features

NEW QUESTION # 17

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