

Salesforce Plat-101 Exam Dumps - Key To Getting Success



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Salesforce Plat-101 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• 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 3	• 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 4	• 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.

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Salesforce Certified Platform Foundations Sample Questions (Q51-Q56):

NEW QUESTION # 51

A Salesforce associate wants to quickly create an org where they can learn, practice, and develop Salesforce skills. Which type of org should they create from within Trailhead?

- A. Sandbox
- **B. Developer Edition**
- C. Playground

Answer: B

Explanation:

The type of org that the associate should create from within Trailhead to quickly learn, practice, and develop Salesforce skills is a Playground. A Playground is a free, fully functional Salesforce org that you can use to test and explore the platform. You can create multiple Playgrounds from Trailhead and use them to complete hands-on challenges and projects. A Developer Edition is a type of org that you can create from the Salesforce website, not from Trailhead. A Sandbox is a type of org that you can create from a production org as a copy of it for testing and development purposes.

NEW QUESTION # 52

Get Cloudy Consulting currently stores information about its customers and partners in the Account object. There are a few details specific to partners that are not applicable to customers. What is the recommended way to display only the information applicable to each group?

- A. Create custom object called Partner and Customer
- **B. Create record types on Account called Partner and Customer**
- C. Use Account for customers and create a custom object for partners.

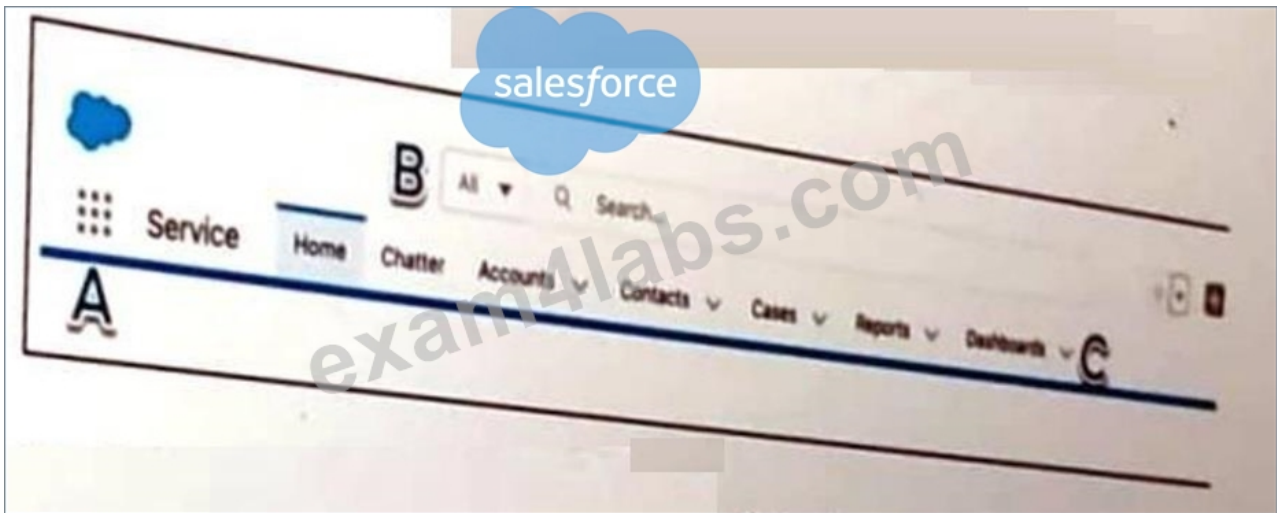
Answer: B

Explanation:

Creating record types on Account called Partner and Customer is the recommended way to display only the information applicable to each group. Record types allow different page layouts, picklist values, and business processes to be assigned to different users based on their profile. For example, the Partner record type could have a page layout that includes fields specific to partners, such as Partner Type, Partner Level, and Partner Status. The Customer record type could have a different page layout that excludes those fields. Using Account for customers and creating a custom object for partners would not be advisable, because it would create data silos and make reporting and sharing more difficult. Creating custom objects called Partner and Customer would not make sense, because they are both types of accounts and should use the standard Account object.

NEW QUESTION # 53

Refer to the screenshot that shows the top portion of the Salesforce Service app with areas labeled A, B, and C.



Get Cloudy Consulting (GCC) offers sales and services consoles to meet the various needs of its end users?
Where should GCC's end users go to change to the Sales Console.

- A. A dropdown in the navigation bar (Label C)
- B. Search bar (Label B)
- C. App Launcher icon (Label A)

Answer: C

Explanation:

The place where GCC's end users should go to change to the Sales Console is the App Launcher icon (Label A). The App Launcher is a menu that allows users to access all the apps and items in their Salesforce org. The Sales Console is one of the apps that can be found in the App Launcher. The user can search for "Sales Console" in the App Launcher and select it to switch to the Sales Console app. The Sales Console is a standard Salesforce Lightning console app that meets all the sales needs. The Search bar (Label B) is a feature that allows users to find records and other items in their Salesforce org, but it does not search for apps outside their org. The dropdown in the navigation bar (Label C) is a menu that allows users to switch between different tabs and items within the current app, but it does not show other apps.

NEW QUESTION # 54

Get Cloud Consulting (GCC) has started to use Salesforce for its sales and service divisions. GCC would like to automate a process and understands this can be done through declarative and programmatic solutions.
Which approach should GCC explore first?

- A. A programmatic approach, as it is more customizable.
- B. A programmatic approach, unless there is a lack of resources
- C. A declarative approach, as it allows for quicker and simpler problem resolution

Answer: C

Explanation:

The approach that GCC should explore first to automate a process is a declarative approach, as it allows for quicker and simpler problem resolution. A declarative approach means that GCC can use point-and-click tools and drag-and-drop interfaces to create and modify applications, workflows, rules, and logic, without writing any code. This makes it easier and faster for GCC to build and customize solutions that meet its business needs, without requiring any programming skills or resources.

NEW QUESTION # 55

A Salesforce associate is creating a report that needs to show changes in a value over a series of points in time.
Which type of chart should the associate add to this report to help visualize these changes?

- A. Scatter
- B. Donut
- C. Line

Answer: C

Explanation:

The type of chart that the associate should add to the report to help visualize the changes in a value over a series of points in time is a line chart. A line chart shows how a numeric value changes over time or across categories, using a continuous line that connects the data points. A line chart is useful for showing trends, patterns, or fluctuations in the data.

NEW QUESTION # 56

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