

Salesforce

Exam Questions Plat-101

Salesforce Certified Platform Foundations



NEW QUESTION 1

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

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

Answer: C

NEW QUESTION 2

A Salesforce Associate is asked to review multiple reports from the current month's folder and bring insight into a meeting. How should the associate locate all the reports in a single location from the Report object?

- A. Use the Global search bar
- B. Click on All Reports and use the search bar
- C. Click on All Folders and use the search bar

Answer: C

NEW QUESTION 3

A Salesforce associate wants to filter a Lead report by a secondary industry field. Who would the associate typically work with to get a new field added in their Salesforce org?

- A. Salesforce Developer
- B. Salesforce Administrator
- C. Salesforce Technical Architect

Answer: B

NEW QUESTION 4

How should a Salesforce associate ensure a dashboard has the most current data?

- A. By refreshing the browser
- B. By clicking refresh
- C. By opening the dashboard

Answer: B

NEW QUESTION 5

A Salesforce associate wants to connect with other Salesforce associates in their local area. Which Salesforce resource allows them to network and collaborate with others based on role and location?

- A. Trailblazer Connect
- B. Salesforce Interest Groups
- C. Trailblazer Community Groups

Answer: C

NEW QUESTION 6

A salesforce associate at Get cloudy Consulting is configuring object access. The requirements are: Sales Manager must have the same access to Opportunities. Marketing managers must have the same access to Campaigns. What is the recommend approach to configuring their access?

- A. Sharing Sets and Manual Sharing
- B. Validation and Assignment Rules
- C. Profiles and Permission Sets

Answer: C

NEW QUESTION 7

A Salesforce associate is working from a custom Contact list view and noticed key information is missing. What should they do to add the missing information?

- A. Edit sharing settings
- B. Select Fields to Display
- C. Edit list filters

Answer: B

NEW QUESTION 8

Get Cloudy Consulting wants to group its contacts by Region for reporting. What data type should the Salesforce associate recommend for this new Region field?

- A. Multi-select picklist
- B. Picklist
- C. Text

Answer: B

NEW QUESTION 9

Where should field dependencies for an object be reviewed?

- A. Object Manager
- B. Profiles
- C. App Builder

Answer: A

NEW QUESTION 10

Get Cloudy Consulting (GCC) wants to customize its Sales application's Home tab with additional components.

Outside of the org, where should GCC's Salesforce associate go to collaborate with others on solutions that might resonate with GCC users?

- A. Explore documents In Help and Training.
- B. Ask a question In a Trailblazer Community Group.
- C. Search for modules in Trailhead.

Answer: B

NEW QUESTION 10

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

Answer: B

NEW QUESTION 13

Where can a Salesforce associate find information that provides a view of interactions with a contact?

- A. Activity Timeline
- B. Details Tab
- C. Contact History

Answer: A

NEW QUESTION 14

Get Cloud Consulting (GCC) currently uses separate platform for marketing sales, commerce, service, and information technology. As GCC continues to grow, it decides to move all departments onto Salesforce.

What would provide GCC the most benefit by moving to the Salesforce Platform?

- A. Salesforce increases security by only requiring employees to remember one password.
- B. Salesforce saves companies money by eliminating the need to purchase licenses for multiple systems.
- C. Salesforce provides a complete view of a company's customers on one unified platform.

Answer: C

NEW QUESTION 16

A Salesforce associate wants to learn more about an app to see if it would be a good fit for a business need, but they are not a system administrator.

Where can they learn more about the app?

- A. AppExchange
- B. Trailhead
- C. Global Search

Answer: B

NEW QUESTION 18

Cloud Kicks (CK) became a North American subsidiary of Get Cloudy Consulting (GCC).

What should the Salesforce associate do to show that GCC is part of the CK portfolio when creating the CK Account record?

- A. View account hierarchy and select Add Child Account.
- B. Select New on the child accounts related list.
- C. Add Get Cloudy Consulting to the Parent Account field

Answer: C

NEW QUESTION 21

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. Create two contact records
- C. Merge the two Account records

Answer: A

NEW QUESTION 23

A sales rep at Get Cloudy Consulting asks the new Salesforce associate to give them a report showing all the active accounts for the sales rep's territory. Where should the associate go to create a new report for Accounts?

- A. Setup
- B. Accounts tab
- C. Reports tab

Answer: C

NEW QUESTION 28

A Salesforce associate at Get Cloudy Consulting is working with a user to view multiple records and their related records on the same screen. Currently, the user uses multiple browser tabs.

Which app should the associate recommend for the user to view multiple records and their related records on one screen?

- A. Salesforce Lightning Page
- B. Salesforce Lightning Console
- C. Salesforce Dashboard

Answer: B

NEW QUESTION 31

What is one aspect of multi-tenant architecture?

- A. Costs more than single-tenant architecture
- B. Reserves resources per tenant
- C. Shares resources with other tenants

Answer: C

NEW QUESTION 35

What should the account owner at Get Cloudy Consulting use to learn the sum of the amount for each opportunity?

- A. The Opportunity related list
- B. A custom report type
- C. A Roll-Up Summary field

Answer: C

NEW QUESTION 40

A salesforce associate wants to retrieve a record for a business but only remembers a portion of the business name. Using the fewest clicks, how should the associate search the account records for the desired business?

- A. The global Search box
- B. A list view of all accounts
- C. A report of all accounts

Answer: A

NEW QUESTION 43

A Salesforce associate wants to learn more about converting Leads to Contacts. They enjoy learning in an asynchronous, gamified way. Which resource should they use?

- A. Salesforce Help
- B. Trailblazer Community
- C. Trailhead

Answer: C

NEW QUESTION 47

A Salesforce associate wants to update an opportunity record they just closed. Which relationship is standard as a Lookup field on an opportunity?

- A. Stage
- B. Account
- C. Quote

Answer: B

NEW QUESTION 48

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. Experience
- B. Analytics
- C. Nonprofit

Answer: C

NEW QUESTION 49

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