

Salesforce

Exam Questions Plat-101

Salesforce Certified Platform Foundations



NEW QUESTION 1

Sales reps at Get Cloudy Consulting want to see a visual representation of their emails and phone calls with a contact. Which contact record component must be present so users can see this?

- A. Activity Capture
- B. Salesforce Inbox
- C. Activities Timeline

Answer: C

NEW QUESTION 2

Get Cloudy Consulting (GCC) has recently been onboarded as a Salesforce customer. GCC wants to enroll its in-house IT administration team in a Salesforce instructor-led training workshop.

Which resource provides virtual and in-person learning that should help the team accelerate their Salesforce knowledge?

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

Answer: C

NEW QUESTION 3

A Salesforce associate is using Global Search to find a record but does not remember the name of the record they want to find. What should the associate use to search for the record?

- A. List view for each object
- B. Object Manager
- C. Wildcards and operators

Answer: C

NEW QUESTION 4

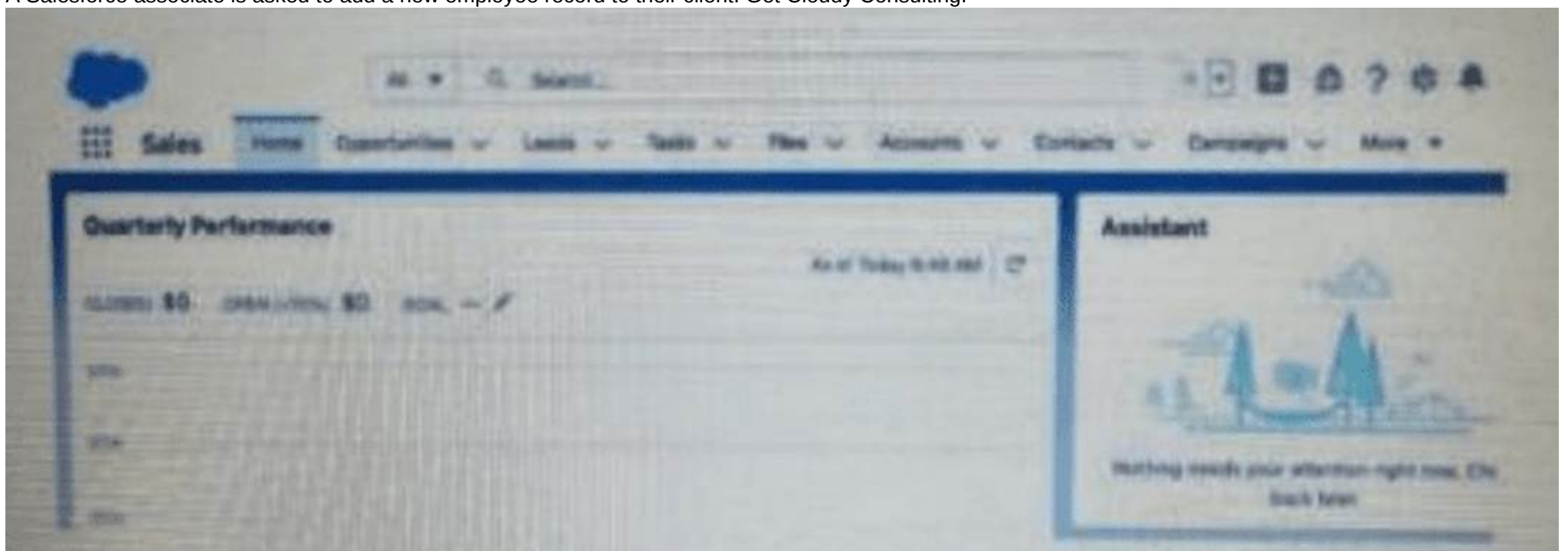
What should be considered before changing the field type of a custom field?

- A. The field is a required field that cannot be changed.
- B. The field type can be changed for all custom field.
- C. There is possible data loss when changing the field type.

Answer: C

NEW QUESTION 5

A Salesforce associate is asked to add a new employee record to their client. Get Cloudy Consulting.



To which object should they add this record?

- A. Accounts
- B. Leads
- C. Contacts

Answer: C

NEW QUESTION 6

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

- A. Contact Record page

- B. User Record page from Setup
- C. User profile page

Answer: B

NEW QUESTION 7

What format is available for a Salesforce report export?

- A. Word format .docx
- B. Excel format .xlsx
- C. Portable Document Framework format .pdf

Answer: C

NEW QUESTION 8

An insurance call center is experiencing increased policy support calls which has led to long wait times and disappointed customers. Which cloud will decrease the number of incoming calls, empower customers, and increase satisfaction?

- A. CRM Analytics
- B. Experience
- C. Cloud Sales Cloud

Answer: B

NEW QUESTION 9

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 10

Get Cloudy Consulting wants to evaluate a new feature that requires a specific license before purchasing. Which environment should be used?

- A. Developer org
- B. Developer sandbox
- C. Scratch org

Answer: A

NEW QUESTION 10

A Salesforce associate is preparing for a sales call and needs to review a specific report. What is the most efficient way to navigate there?

- A. Use the search bar in All Reports
- B. Use the Global search bar
- C. Use the search bar in All Folders

Answer: B

NEW QUESTION 11

Get Cloudy Consulting wants to group its contacts by region. On most records, this text field is blank or misspelled. Which action is recommended to ensure there is correct data for this field?

- A. Convert the Region field to a picklist field.
- B. Create a validation rule to enforce correct spelling.
- C. Email users a list of region names with correct spelling.

Answer: A

NEW QUESTION 13

Salesforce is built on objects like Account, Contact, and Opportunity. What is a representation of an object?

- A. A spreadsheet where the records are rows and the fields are columns
- B. Physical visualization of an Account, Contact, or Opportunity
- C. A set of relationships that link an Account, Contact, or Opportunity

Answer: A

NEW QUESTION 14

Get Cloudy Consulting (GCC) wants the ability to:

* Send a predefined sequence of scheduled messages to prospective customers.
* Track messages that get the best open and response rates.
* Send customized messages to existing customers information them for new products and discounts.
Which Salesforce cloud solution allows GCC to meet these requirements?

- A. Sales Cloud
- B. Marketing Cloud
- C. Service Cloud

Answer: B

NEW QUESTION 18

Get Cloudy Consulting's growing marketing team is on a custom profile named Marketing Team.' The team currently has Read access to leads and opportunities- Two marketing managers need Edit access on leads.
What should the Salesforce associate do to grant them the access they need?

- A. Create a permission set that grants Edit access to leads and assign it to the marketing managers.
- B. Create a permission set that grants Edit access to leads and assign it to the marketing team.
- C. Create a new profile that grants Edit access to leads and assign it to the marketing managers.

Answer: A

NEW QUESTION 21

A Salesforce associate is asked to share records about a carpool program with users. Which type of group should the associate create?

- A. Private Group(s)
- B. Public Group(s)
- C. A Queue

Answer: B

NEW QUESTION 23

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 application to each group?

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

Answer: B

NEW QUESTION 25

Get Cloudy Consulting (GCC) will show its data on a dashboard where the data is visualized within a range.
Which dashboard component type should GCC use?

- A. Gauge
- B. Metric
- C. Chart

Answer: A

NEW QUESTION 26

A manager is creating a dashboard for their team and wants each team member to receive a copy of the dashboard results by email each week.
What should the team members do to ensure they receive their weekly results?

- A. Like the dashboard.
- B. Subscribe to the dashboard
- C. Follow the dashboard

Answer: B

NEW QUESTION 30

Which relationship type exists between Accounts and Contacts?

- A. Master-detail
- B. Self
- C. Lookup

Answer: C

NEW QUESTION 31

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 35

A Salesforce associate is creating new user accounts for a new project management team. What will be the role of each new team member?

- A. End User
- B. Developer
- C. Builder

Answer: A

NEW QUESTION 38

Which tool creates a visual representation of objects and their relationships?

- A. App Launcher
- B. Object Manager
- C. Schema Builder

Answer: C

NEW QUESTION 39

Get Cloudy Consulting wants to implement AI Agents to assist with customer service. Where can Agents be deployed?

- A. Queues
- B. Chatter
- C. Slack

Answer: C

NEW QUESTION 40

A salesforce associate is excited to find they can combine the challenge of learning new skills with the chance of winning prizes?

- A. Super badges
- B. Quests
- C. Ranks

Answer: C

NEW QUESTION 44

A Salesforce associate recently relocated from Get Cloudy Consulting s San Francisco office to its new London office. The associate wants to change their work hours information in the Salesforce org to reflect their new time zone. Which method is easiest to change these settings?

- A. Go to Settings -> Personal Information -> My Work Information
- B. Submit a case with Salesforce support
- C. Go to Setup -> Company Information -> Default Time Zone

Answer: A

NEW QUESTION 47

Salesforce associate received a promotion and needs Edit access to fields on opportunity records across the organization. Which user setting need updating to allow Edit access?

- A. Queue
- B. Permission Set
- C. Public Group

Answer: B

NEW QUESTION 48

.....

Thank You for Trying Our Product

We offer two products:

1st - We have Practice Tests Software with Actual Exam Questions

2nd - Questions and Answers in PDF Format

Plat-101 Practice Exam Features:

- * Plat-101 Questions and Answers Updated Frequently
- * Plat-101 Practice Questions Verified by Expert Senior Certified Staff
- * Plat-101 Most Realistic Questions that Guarantee you a Pass on Your First Try
- * Plat-101 Practice Test Questions in Multiple Choice Formats and Updates for 1 Year

100% Actual & Verified — Instant Download, Please Click
[Order The Plat-101 Practice Test Here](#)