

Salesforce Plat-Admn-301

Salesforce Certified Platform Administrator II

For More Information – Visit link below:

<https://www.examsempire.com/>

Product Version

1. Up to Date products, reliable and verified.
2. Questions and Answers in PDF Format.



<https://examsempire.com/>

Visit us at: <https://www.examsempire.com/plat-admn-301>

Latest Version: 6.0

Question: 1

The director of sales wants to make sure that every opportunity has either a sales engineer or an account executive assigned to the deal.

How should the administrator meet this requirement?

- A. Write a validation rule that checks if the fields are blank and require that one of them of completed in order to save the opportunity.
- B. Create a different record type for deals with Sales Engineers and deals with Account Executives to capture one or the other.
- C. Require the Sales Engineer and the Account Executive lookup fields on the page layout.
- D. Assign a task to the owner if an opportunity is created without one of these fields filled out.

Answer: A

Explanation:

A validation rule can enforce data quality by preventing users from saving records that do not meet certain criteria. In this case, the validation rule can check if both the Sales Engineer and the Account Executive lookup fields are blank, and display an error message if so. This way, the director of sales can ensure that every opportunity has either a sales engineer or an account executive assigned to the deal.

https://help.salesforce.com/s/articleView?id=sf.validation_rules_overview.htm&type=5

Question: 2

AW Computing is running a special bundle deal on monitors and keyboards. Normally, discounts need VP approval, but this special bundle is pre-approved.

What should the administrator recommend for these requirements?

- A. Create a separate price book.
- B. Implement CPQ.
- C. Remove the approval process.
- D. Enable Subscriptions.

Answer: B

Explanation:

A price book is a list of products and their prices for a specific segment of customers or market. By creating a separate price book for the special bundle deal on monitors and keyboards, AW Computing can offer different prices for these products without affecting their standard prices.

or requiring VP approval. The price book can also specify which products are included in the bundle and which are not.

https://help.salesforce.com/s/articleView?id=sf.products_pricebooks_def.htm&type=5

Question: 3

DreamHouse Realty currently deals only with single-family homes but is expanding its business to include condos in large cities. There are some features and amenities that only apply to condos, such as the amount of a deposit and concierge services.

How should an administrator configure the Opportunity object to ensure that only relevant fields are displayed on the record?

How should an administrator configure the Opportunity object to ensure that only relevant fields are displayed on the record?

- A. Build a Lightning component to display fields that only apply to condos.
- B. Create a Record Type for the type of property and custom page layouts for each.
- C. Configure a validation rule to display fields based on the type of property the user is viewing.
- D. Make a custom Lightning page to display specific fields based on the type of property.

Answer: B

Explanation:

A record type allows administrators to offer different business processes, picklist values, and page layouts to different users based on their profiles. By creating a record type for the type of property (single-family home or condo), DreamHouse Realty can assign different page layouts to each record type that display only relevant fields for each property type. The record type can also determine which sales process and path are available for each opportunity.

https://help.salesforce.com/s/articleView?id=sf.customize_recordtype.htm&type=5

Question: 4

At Ursa Major Solar, there is a custom object called Galaxy. The sales director wants users to only see certain field market.

What Lightning will satisfy this requirement?

- A. Record Detail Component
- B. Fields component
- C. Highlights Panel Component
- D. Path Component

Answer: B

Explanation:

The Fields component is a Lightning component that allows administrators to display fields from a record on a Lightning page based on certain conditions or criteria. For example, administrators can use filter logic to show or hide fields based on field values or user profiles. In this case, the administrator can use the Fields component to display fields that only apply to condos based on the value of a field that indicates the type of property.

https://help.salesforce.com/s/articleView?id=sf.lightning_app_builder_fields.htm&type=5

Question: 5

An administrator has been asked to enable permissions for users on the account services team to be able to edit and change ownership of Accounts owned by any of the team members. What should the administrator configure?

- A. Set organization-wide sharing for Account as Public Read Only.
- B. Create a Sharing Rule on the Account object for all members of the account services role to have Read/Write access.
- C. Update the profile Account object to Modify All.
- D. Enable Account Teams and grant Read record-level access to account team members for the Account object

Answer: B

Explanation:

Sharing rules are automatic exceptions to organization-wide sharing settings that grant additional access to records based on record ownership or criteria. By creating a sharing rule on the Account object for all members of the account services role to have Read/Write access, the administrator can allow users in that role to edit and change ownership of Accounts owned by any of their team members, regardless of the organization-wide sharing setting for Account.

https://help.salesforce.com/s/articleView?id=sf.security_sharing_rules.htm&type=5

Question: 6

AW Computing has a private sharing model for its accounts, but a sales rep occasionally needs assistance from an engineer. What feature should be used to grant the engineer access to the necessary account, while maintaining the company's data security?

- A. Permission Set
- B. Permission Set Group
- C. Account Teams
- D. Custom Profile

Answer: C

Explanation:

Account teams are groups of users who work together on an account. Administrators can enable account teams and grant team members different levels of access to accounts and related records such as contacts, opportunities, and cases. By using account teams, Cloud Kicks can grant engineers access to the necessary accounts when they need assistance from them, while maintaining data security for other accounts that they do not need to access.

<https://help.salesforce.com/s/articleView?id=sf.accountteam.htm&type=5>

Question: 7

Ursa Major Solar allows its scientists to log new stars as they find them, but on occasion, they log the same star by mistake. The administrator wants scientists to be notified when a record is deleted and by whom, and to maintain their own discovery information.

What automation solution should be used to send the notification?

- A. Heroku
- B. Process Builder
- C. Workflow Action
- D. flow

Answer: D

Explanation:

Flows are tools that automate business processes by collecting data and performing actions in your org or an external system. Flows can be triggered by various events such as record creation, updates, or invocations from other processes or flows. Flows can also send email alerts as part of their actions. To send a notification when a record is deleted and by whom, and to maintain their own discovery information, an administrator can use a flow that runs when a record is deleted, queries the record owner's email address and discovery information from another object or variable, and sends an email alert with those details.

https://help.salesforce.com/s/articleView?id=sf.flow_concepts.htm&type=5

Question: 8

The administrator at Cloud Kicks has been requested to provide access to the Leads object to a contractor. The contractor currently has a profile that has access to a project management app within Salesforce. The contractor should only have View access to all of the Lead records.

What should the administrator handle this request?

- A. Assign a permission set that has View All on Leads.

- B. Add an app with the Leads tab to the user's profile.
- C. Assign the contractor a public group with Lead access.
- D. Create a profile with Read Only for all Leads.

Answer: A

Explanation:

Permission sets are collections of settings and permissions that give users access to various tools and functions without changing their profile or requiring multiple profiles for users who perform different tasks across apps in your org. By assigning a permission set that has View All on Leads to the contractor, Cloud Kicks can grant them view access to all lead records without modifying their profile or creating a new one.

https://help.salesforce.com/s/articleView?id=sf.perm_sets_overview.htm&type=5

Question: 9

Cloud Kicks (CK) has deployed several new custom apps that use Lightning Web components. The administrator is now concerned that they may need to make some adjustments to CK's org to make it more secure.

Which tools should the administrator use to expose possible security risks within a Lightning web component?

- A. Health Check
- B. Master Encryption Keys
- C. Salesforce Optimizer
- D. Self-signed Certificates

Answer: A

Explanation:

The most suitable tool to identify potential security risks associated with Lightning Web Components is the Health Check. Health Check allows Salesforce administrators to evaluate and monitor the security posture of their Salesforce org by comparing its settings against Salesforce's recommended security baseline. This feature provides visibility into settings like session security, password policies, and more, which can directly impact the security of custom apps using Lightning Web Components.

Health Check:

Salesforce Health Check examines various security settings in your Salesforce org and provides a score based on how closely your settings align with Salesforce's recommended security baseline. By using this tool, administrators can identify vulnerabilities and see specific actions to remediate any security gaps found within the org.

Health Check is especially relevant when evaluating new custom applications and components since it can highlight areas that require tightening security to meet organizational standards.

Other options listed:

Master Encryption Keys is relevant for managing encryption but not directly for identifying security risks.

Salesforce Optimizer is used for overall performance and usage insights and doesn't specifically focus on security assessments.

Self-signed Certificates are primarily used for secure communications and do not serve as a tool for security risk assessment.

Therefore, Health Check is the best tool to help the administrator expose potential security risks within the custom Lightning Web Components.

Question: 10

Northern Trail Outfitters (NTO) is expanding into the U.K. While most of NTO's product are the same as in the US. Pricing will vary from product due to shipping and raw material cost differences.

What should the administrator configure for a smooth rollout to the U.K.?

- A. Configure a U.K Opportunity record type.
- B. Write a flow that translates the currency from dollars to euros using a custom Exchange Rate field.
- C. Add a new U.K Order Form that has the euro symbol instead of the dollar symbol.
- D. Create a new Price Book for the U.K product pricing.

Answer: D

Explanation:

As explained in question 3, a price book is a list of products and their prices for a specific segment of customers or market. By creating a new price book for the U.K product pricing, Northern Trail Outfitters (NTO) can offer different prices for their products in the U.K market due to shipping and raw material cost differences. The price book can also specify which currency is used for the prices, such as pounds or euros.

https://help.salesforce.com/s/articleView?id=sf.products_pricebooks_def.htm&type=5

Thank You for Trying Our Product
Special 16 USD Discount Coupon: NSZUBG3X

Email: support@examsempire.com

**Check our Customer Testimonials and ratings
available on every product page.**

Visit our website.

<https://examsempire.com/>