



# Salesforce

Plat-Admn-201-PT Exam

Salesforce Certified Platform Administrator Practice Test

Exam Latest Version: 6.0

## DEMO Version

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### Question 1. (Single Select)

How should an administrator support this request?

- A: Use process builder to capture the daily average on each opportunity.
- B: Add Formula Fields to track Stages on each Opportunity.
- C: Run the Opportunity Stage Duration report.
- D: Refresh weekly reporting snapshots for Closed Opportunities.

**Correct Answer: C**

### Question 2. (Multi Select)

Sales reps miss key fields when filling out an opportunity record through the process. Reps need to

move forward Win unable to enter previous stage.

Which three options should the administrator use to address this need?

Choose Three answers

- A: Enable guided selling.
- B: Use Validation Rules.
- C: Configure Opportunity Path.
- D: Use Flow to mark fields required.
- E: Mark fields required on the page layout.

**Correct Answer: B, C, D**

### Question 3. (Multi Select)

Cloud Kicks has a Customer success agent going on leave and needs to change ownership on multiple cases.

Which two users are able to fulfill this request?

Choose 2 answers

- A: A user with Read Permission on account.
- B: A user with manager role above the agent.
- C: A user with the System Administrator profile.
- D: A user with the Manage Cases Permission

**Correct Answer: C, D**

#### Question 4. (Single Select)

The marketing director at Northern Trail Outfitters has requested that the budget field is populated in

order for the Lead Status field to be marked as qualified.

What tool should the administrator use to fulfill this request?

- A: Lead Conversion.
- B: Require Field.
- C: Workflow Rule
- D: Validation Rule

**Correct Answer: D**

#### Question 5. (Multi Select)

The administrator at Cloud Kicks created a new field for tracking returns on their new cloud shoe. A

user has submitted a case to the administrator indicating that the new field is unavailable.

Which two steps should an administrator do to troubleshoot this issue?

Choose 2 answers

A: Ensure that the page layout for the user's profile has been updated.

B: Run the setup audit trail for the organization.

C: Update the organization-wide default for the object.

D: Review the field-level security of the field for the user profile

**Correct Answer: A, D**



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