

Q&As

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QUESTION 1

Universal Containers (UC) provides shipment tracking for its customers on a custom Shipment object. The total number of shipments made yearly by the customers should be available on the Account record to the Marketing team, but the Marketing team should not have access to Shipment records.

What recommendation should an Architect provide to accomplish this?

- A. Private organization-wide default on Shipment, rollup summary, and Master-Detail relationship to Account.
- B. Controlled by Parent (Account) on Shipment, trigger, and Master-Detail relationship to Account.
- C. Private organization-wide default on Shipment, trigger, and Lookup relationship to Account.
- D. Public organization-wide default on Shipment, process builder, and Lookup relationship to Account.

Correct Answer: C

QUESTION 2

Universal Containers (UC) service reps are assigned to a profile which has "View All" in Case object (Private OWD). To make sure service reps have access to all relevant information to attend to customer requests, which two details should a salesforce Architects consider? Choose 2 answers

- A. Service reps will be able to access all UC contact records if they are controlled by parent.
- B. Service reps will not be able to access all UC contact records if they are controlled by parent.
- C. Service reps will be able to access all the UC Account records due to Implicit Sharing.
- D. Service reps will not be able to access all the UC Accounts records because Account OWD is private.

Correct Answer: BD

QUESTION 3

Universal Containers has set Opportunity Sharing to Private with Opportunity Teams enabled. Which three options can change the Owner of the Opportunity? Choose 3 answers.

- A. Any Opportunity Team Member on the current Opportunity.
- B. The current Opportunity Owner can transfer the current ownership.
- C. The System Administrator or a user with the "Transfer Records" permission.
- D. The user specified as the Manager on the Owner's User Profile.
- E. Someone above the Opportunity Owner in the Role Hierarchy.

Correct Answer: BCE

QUESTION 4

A dummy user at Universal Containers owns more than 10,000 lead records. The system assigned all these leads to a dummy user. This is causing performance issues whenever role hierarchy changes. Which two options should be recommended to improve performance? Choose 2 answers.

- A. Assign ownership to a small number of users.
- B. Add the dummy user into a public group.
- C. Add the dummy user to the bottom of the role hierarchy.
- D. Do not assign a role to the dummy user.

Correct Answer: AD

QUESTION 5

What is required to implement Filter-Based Opportunity Territory Assignment?

- A. Define an account assignment with a filter criteria rule for Filter-Based Opportunity Territory Assignment.
- B. Define a Territory assignment rule with filter criteria for Filter-Based Opportunity Territory Assignment.
- C. Define a custom Apex class for Filter-Based Opportunity Territory Assignment in the system.
- D. Define an Opportunity assignment rule with filter criteria for Filter-Based Opportunity Territory Assignment.

Correct Answer: C

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