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# SHARING-AND-VISIBILITY- ARCHITECT<sup>Q&As</sup>

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### QUESTION 1

Universal Containers has the following Sharing Settings for their Org:

Account = Private

Contact = Controlled by Parent

Opportunity = Private

Case = Private

They have enabled "Default Account Teams" and have trained users to set up their Default Team.

Which three access levels can be set on the Account Team Member? Choose 3 answers

- A. Opportunity Access
- B. Case Access
- C. Contact Access
- D. Contract Access
- E. Account Access

Correct Answer: ABE

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### QUESTION 2

Which three advanced tools can Salesforce enable for large-scale role hierarchy realignments in organizations with large data volumes? Choose 3 answers.

- A. Partitioning by Divisions
- B. Granular Locking
- C. Parallel Sharing Rule Recalculation
- D. Deferred Sharing Calculation
- E. Skinny Table Indexing

Correct Answer: ADE

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### QUESTION 3

A banking company uses and VIP Flag in the Contact Object that they want only Private Banking Reps to see. Which approach is recommended to meet this requirement?



- A. Set the Field Level Security for the VIP Flag field so that it is visible to Private Banking Rep Profile.
- B. Define a page layout for Contact Object and add the VIP Flag field for that layout. Remove the VIP Flag field from other layouts.
- C. Change the type of VIP Flag field to a picklist, define a new record type for the Contact Object and make the picklist field available for Editing.

Correct Answer: A

#### QUESTION 4

Universal Containers is a fast-growing company that sells containers globally. It has thousands of dealerships throughout the world where local dealers service Containers sold locally. They recently opened two dealerships in California: NorthCal and SoCal. Universal Containers implemented a new partner community to enable their dealers. Each dealership has a dealer Manager who has all service agents report into them. Assuming a private sharing model, what is the best option to enable dealer managers to have visibility to customer cases within their dealership and not across all dealerships?

- A. Create sharing groups that share all cases to all agents under the Dealer manager.
- B. Create a batch job that creates sharing rules as needed, based on the cases created.
- C. Build a trigger that create manual sharing of cases as needed whenever a new case is created.
- D. No changes are needed to the sharing and visibility model to implement this requirement.

Correct Answer: D

#### QUESTION 5

Universal Containers (UC) implemented Sales Cloud and requested that only certain branch staff trained to sell high risk products can create opportunities for high risk products.

In which two ways can an Architect allow only specific branch staff to sell high risk products?

Choose 2 answers

- A. Set Price Book Organization Wide Default to View Only and share the price book (High Risk) with the trained staff.
- B. Configure Price book Organization wide default to No Access.
- C. Share (High Risk) price book with the trained staff via manual sharing.
- D. Share (High Risk) price book with the trained staff via sharing rule.

Correct Answer: AC

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