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QUESTION 1

Universal Containers has built a recruiting application on the salesforce Platform. HR requested that all internal users should have edit access to the referral custom object. One of the recruiters needed to share a referral record with another colleague for collaboration using manual sharing. The recruiter opened the referral record and could not find the share button. What could be the technical reason for this?

- A. The Referral object OWD is private.
- B. The Referral object OWD is public Read/Write.
- C. The Referral object OWD is public Read only.
- D. The Referral object OWD is public Full Access.

Correct Answer: B

QUESTION 2

Universal Containers has a Private Sharing Model for the Opportunity object. Sales Rep A at Universal Containers created the Opportunity record and then transferred ownership of the Opportunity record to Sales Rep B. Both Sales Rep A and B have the same role in the Role Hierarchy.

What access will Sales Rep A have to the Opportunity after the transfer?

- A. Full Access
- B. No Access
- C. Read/Write
- D. Read Only

Correct Answer: B

QUESTION 3

A sales rep at Universal Containers (UC) is a member of the Default Opportunity team for an account manager. The account manager created an opportunity and the sales rep is added to that Opportunity team. The sales rep is complaining about no longer having access to an opportunity record that the sales rep was helping with.

What is the cause of this problem?

- A. The Account team was changed and consequently the Opportunity team members were replaced by the Account team members.
- B. The Sales rep was manually removed from the Opportunity team.
- C. The Sales rep was removed from the Opportunity team in another opportunity record of the same account.
- D. The opportunity owner can enable/disable if the "Default Opportunity team" is able to access the record



Correct Answer: B

QUESTION 4

An architect from a previous project implemented Platform Shield Encryption for a company.

However, based on a recent audit, the company's Privacy Team identified three additional fields in their Account Records (Billing Street, Billing City and Phone) that needs to be secure end protected.

How should an architect proceed with this new policy change?

- A. Use Encryption Policy and contact Salesforce to update the existing records so that their field values are encrypted.
- B. Use Classic Encryption to ensure all fields are protected and contact Salesforce for help with encryption verification,
- C. Use Encryption Policy and wait for an email from Salesforce indicating the field values are encrypted.

Correct Answer: A

QUESTION 5

Universal containers has a customer that meets criteria for two Enterprise Territory Management territories (Portugal and Southern Europe). What is necessary to assign opportunities to a territory for this account?

- A. Create a process builder process that updates the territory field on the opportunity.
- B. The territory with the highest territory type priority is automatically assigned to the opportunity.
- C. Create an Apex class that implements Filter-Based Opportunity Territory Assignment.
- D. Create a criteria-based sharing rule on the opportunity to assign it to a territory

Correct Answer: B

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