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QUESTION 1

For the Universal Containers Commercial and Consumer support departments, having access to Activities for Contacts with which they interact is important. Commercial support users should not see Consumer Accounts/Contacts and Consumer support users should not see Commercial Accounts/Contacts. Assuming the Organization-Wide Default for Activities is set to "Controlled by Parent" what is the minimum level of Sharing access a support user would need to Accounts/Contacts to view associated Activities?

A. Private Account/Contact Sharing Default with a Sharing Rule for each department set to Public Read/ Write access to Accounts/Contacts.

B. Private Account/Contact Sharing Default with a Sharing Rule for each department set to Private access to Accounts/Contacts.

C. The users need no access to Accounts/Contacts with the proper Activity Sharing Rules and Profile Permissions for the Accounts Tab.

D. Private Account/Contact Sharing Default with a Sharing Rule for each department set to Public Read only access to Accounts/Contacts.

Correct Answer: D

QUESTION 2

Universal Containers has set Account Sharing to Private with Account Teams enabled. Which two user groups can add team members on the Account? Choose 2 answers

A. The current Account Owner can add team members.

B. The user specified as the Manager on the Owner\\'s User record

C. Someone above the Account Owner in the Role Hierarchy with read access

D. Any Account Team Member with read access on the Account

Correct Answer: C

QUESTION 3

A sales representative at Universal Containers needs assistance from specific product managers when

selling certain deals. Product managers do not have access to opportunities they don\\'t own, as the sharing

model is Private, but need to gain access when they are assisting with a specific deal.

How can an Architect accomplish the requirement?

A. Create a sharing rule to allow the product manager to access the opportunity.

B. Enable opportunity teams and allow users to add the product manager.

C. Enable account team and allow users to add the product manager.

D. Use similar opportunities to share opportunities related to the product manager.

Correct Answer: B

QUESTION 4

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

QUESTION 5

Universal Containers has the following requirements:

The Commercial Account and Consumer Account support departments should not collaborate.

The Commercial and Consumer sales users roll up to the same VP of Sales, but there should be no

collaboration between sales departments.

The Commercial sales department should share its customers with the Commercial support department.

The Consumer sales department shares its customers with the Consumer support department.

The Commercial and Consumer support departments roll up to the same Support Director.

The sales departments will remain the Account Owner for the Accounts that they sell to.

What is the recommended Org-Wide Sharing Default for Accounts, and how would the

Architect enable proper Commercial and Consumer Sales to Support Account Sharing for this scenario?

A. Private Account Sharing with Sharing Rules from Commercial Sales Role(s) to Consumer Support Role

(s) and Consumer Sales Role(s) to Commercial Support Role(s).

B. Private Account Sharing with Sharing Rules from Commercial support Role(s) to Commercial Support Role(s) and Consumer Sales Role(s) to Consumer Support Role(s).

C. Read-Only Account Sharing with Sharing Rules from Commercial Sales Role(s) to Consumer Support Group(s) and Consumer Sales Role(s) to Commercial Support Groups(s).

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D. Private Account Sharing with Sharing Rules from Commercial Sales Group(s) to Commercial Support Groups(s) and
Consumer Sales Group(s) to Consumer Support Group(s).

Correct Answer: D

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