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QUESTION 1

Sales manager at universal containers (UC) have requested viewing customer invoices in Salesforce. Invoice data is mastered in the ERP system. The architect at UC decided to surface the customer invoices in salesforce using external objects and did the following:

1.

Configured an external object called Invoice.

2.

Created a lookup relationship between account and the invoice.

How can the architect grant the sales managers access to the customer invoices data?

- A. By creating sharing rules to share the invoices records with users in sales mangers roles.
- B. By creating manual sharing to share invoices with relevant sales managers.
- C. By creating controlling the invoices object permission on the sales manager's profile.
- D. By creating a sharing set to share invoices with users in sales manager role.

Correct Answer: C

QUESTION 2

What advanced tool can Salesforce enable for Large-scale role hierarchy realignments?

- A. Set external organization-wide default to public read only
- B. Skinny Table Indexing
- C. Granular locking
- D. Partitioning by Divisions

Correct Answer: C

QUESTION 3

A sales rep at Universal Containers (UC) has manually shared an Opportunity record with internal presales users. After some time, the sales rep moved to another position and all opportunities records that were owned were transferred to a new sales rep. What happened to the internal pre-sales users access to the opportunity?

- A. They still have access to the record due to inherited sharing.
- B. They still have access to the record due to implicit sharing.
- C. They will no longer have access to the record.



D. They still have access to the record due to team access.

Correct Answer: C

QUESTION 4

By Viewer Access you can see the data in a report or dashboard, but you can't make any changes, except by cloning it into a new report or dashboard.

A. True

B. False

Correct Answer: A

QUESTION 5

Universal Containers is updating its Organization-Wide Sharing Settings for the Account Object from a "Public Read/Write" model to a "Private" model, so that they can hide certain national accounts from sales reps and sales managers. These national accounts should only be accessible by sales directors and above. Universal Container's Role Hierarchy matches its organizational hierarchy.

Which two options should the Architect consider when designing the solution?

Choose 2 answers

A. Sales directors will need a sharing rule created so that they can see accounts owned by Sales Users.

B. National accounts must be owned by a user who is above the sales managers in the Role Hierarchy.

C. Apex managed sharing will have to be disabled for the account object to protect the national accounts.

D. If a sales rep is added to the Opportunity Team for a national account, they will gain access to account data.

Correct Answer: BD

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