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QUESTION 1

Universal Container is using Salesforce for Opportunity management and enterprise resource planning (ERP) for order management. Sales reps do not have access to the ERP and have no visibility into order status.

What solution a data architect recommend to give the sales team visibility into order status?

A. Leverage Canvas to bring the order management UI in to the Salesforce tab.

B. Build batch jobs to push order line items to salesforce.

C. leverage Salesforce Connect top bring the order line item from the legacy system to Salesforce.

D. Build real-time integration to pull order line items into Salesforce when viewing orders.

Correct Answer: C

QUESTION 2

A customer wishes to migrate 700,000 Account records in a single migration into Salesforce. What is the recommended solution to migrate these records while minimizing migration time?

A. Use Salesforce Soap API in parallel mode.

B. Use Salesforce Bulk API in serial mode.

C. Use Salesforce Bulk API in parallel mode.

D. Use Salesforce Soap API in serial mode.

Correct Answer: C

QUESTION 3

Get Cloudy Consulting is migrating their legacy system\\'s users and data to Salesforce. They will be creating 15,000 users, 1.5 million Account records, and 15 million Invoice records. The visibility of these records is controlled by a 50 owner

and criteria-based sharing rules.

Get Cloudy Consulting needs to minimize data loading time during this migration to a new organization.

Which two approaches will accomplish this goal? (Choose two.)

A. Create the users, upload all data, and then deploy the sharing rules.

B. Contact Salesforce to activate indexing before uploading the data.

C. First, load all account records, and then load all user records.

D. Defer sharing calculations until the data has finished uploading.

Correct Answer: AD

QUESTION 4

A customer is operating in a highly reputed industry and is planning to implement SF. The customer information maintained in SF, includes the following:

Personally, identifiable information (PII)

IP restrictions on profiles organized by Geographic location Financial records that need to be private and accessible only by the assigned Sales associate.

User should not be allowed to export information from Salesforce.

Enterprise security has mandate access to be restricted to users within a specific geography and detail monitoring of user activity.

Which 3 Salesforce shield capabilities should a data architect recommend? Choose 3 answers:

A. Event monitoring to monitor all user activities

B. Restrict access to SF from users outside specific geography

C. Prevent Sales users access to customer PII information

D. Transaction security policies to prevent export of SF Data.

E. Encrypt Sensitive Customer information maintained in SF.

Correct Answer: BDE

QUESTION 5

A customer needs a sales model that allows the following:

1.

Opportunities need to be assigned to sales people based on the zip code.

2.

Each sales person can be assigned to multiple zip codes.

3.

Each zip code is assigned to a sales area definition.

4.

Sales is aggregated by sales area for reporting. What should a data architect recommend?

A. Assign opportunities using list views using zip code.

B. Add custom fields in opportunities for zip code and use assignment rules.

C. Allow sales users to manually assign opportunity ownership based on zip code.

D. Configure territory management feature to support opportunity assignment.

Correct Answer: D

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