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QUESTION 1

Universal Containers (UC) has created a public group with certain Sales Engineers to help on complex deals and a sharing rule to grant access to these opportunities. Opportunity OWD is private. What is the impact of these sharing settings?

A. Subordinates of Managers who have Sales Engineers in the public group will also have access to these records.

B. Sales Engineers that have a similar role of the Sales Engineers of the public group will also have access to these records.

C. Sales Engineers Managers and their managers in the role hierarchy will also have access to these records.

D. Sales Engineers direct reports will also have access to these records.

Correct Answer: C

QUESTION 2

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).

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

QUESTION 3

Universal Computers (UC) is looking to expand its delivery capabilities through a network of distributors that use a Partner Community license. UC employees currently can view all delivery records through the organization-wide default (OWD) setting of Public Read Only. Which approach would an architect recommend to limit the records a distributor can see?

A. Create an ownership-based sharing rule to grant access to the distributor.

B. Remove Read permission from the distributor profile.

C. Set the External OWD to Private for the Delivery object.

D. Create a criteria-based sharing rule to grant access to the distributor

Correct Answer: C

QUESTION 4

Cloud Kicks is using Enterprise Territory Management.

What are three settings supported with this configuration? (Choose three.)

A. Metadata API Support

B. Integration with Collaborative Forecasting

C. Share a report or dashboard folder with a Territory

D. Create a public group with Territory

E. Assignment of Territory on Opportunities

Correct Answer: BDE

QUESTION 5

Universal Containers would like to track defects within Salesforce. A defect need to have the following fields:

1. Severity

2. Type

3. Status

4. Description

There will be multiple Defects related to the standard Case object.

Defects will be assigned to different owners which will often be different to the Case owner. Which option

should the Architect choose to meet the requirement?

A. Create a relationship between the standard defect object and the standard case object.

B. Create a custom object for defects and relate it to cases using lookup

C. Create all defect fields on the case object to track the defect and lookup.

D. Create a custom object for defects and relate it to cases using master ?etail

Correct Answer: B

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