



## Q&As

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### QUESTION 1

Universal Containers (UC) wants all full-time internal employees to be able to view all leads. A subset of Contractors and temporary employees should also be able to see leads. Which organization-wide default (OWD) approach should an architect recommend that will help UC implement these requirements?

- A. Implement a Public Read Only OWD on Lead.
- B. Implement a Public Read/Write/Transfer OWD on lead.
- C. Implement a Private OWD on Lead.
- D. Implement a Public Read/Write OWD on Lead.

Correct Answer: D

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### QUESTION 2

DreamHouse Realty wants to implement a Filter-Based Opportunity Territory Assignment.

Which action is required for this goal to be achieved?

- A. Define a Territory assignment rule with filter criteria for Filter-Based Opportunity Territory Assignment
- B. Define an account assignment with a filter criteria rule for Filter-Based Opportunity Territory Assignment
- C. Define a custom Apex class for Filter-Based Opportunity Territory Assignment in the system
- D. Define an Opportunity assignment rule with filter criteria for Filter-Based Opportunity Territory Assignment

Correct Answer: C

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### QUESTION 3

The VP of Sales at Get Cloudy Consulting wants to give one sales member the ability to view other sales members' sales numbers as a point of comparison.

If a Private model is being used, which two permissions are needed to create a dashboard for this purpose? (Choose two.)

- A. Manage Custom Report Types
- B. Customize Application
- C. Manage Dashboards
- D. View All Data

Correct Answer: CD

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#### QUESTION 4

Sales managers want their team members to help each other close Opportunities. The Opportunity and Account organization-wide defaults are private. To grant Opportunity access to sales reps on the same team, owner ship-based sharing rules were created for each team.

What is the side effect of this approach?

- A. All sales reps will have Read access to Accounts for all Opportunities.
- B. Sales Reps on the same team will have Edit access to the Accounts for Opportunities owned by then team members.
- C. Sales reps on the same team will have Read access to the Accounts for Opportunities owned by their team members.
- D. All sales reps will have Read access to all Accounts.

Correct Answer: C

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#### QUESTION 5

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

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