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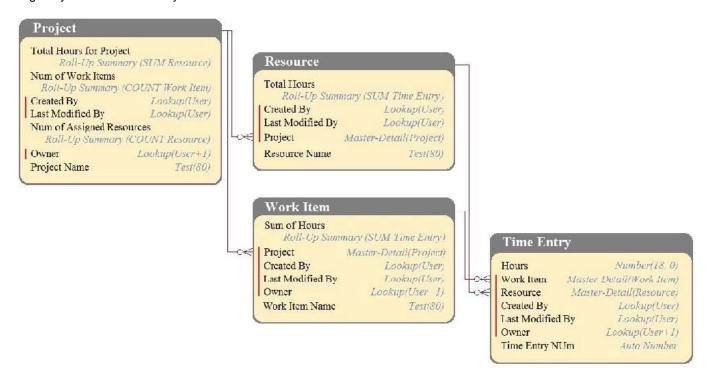Following Questions and Answers are all new published by Salesforce Official Exam Center

QUESTION 1

DreamHouse Realty has a data model as shown in the image. The Project object has a private sharing model, and it has Roll-Up summary fields to calculate the number of resources assigned to the project, total hours for the project, and the number of work items associated to the project. There will be a large amount of time entry records to be loaded regularly from an external system into Salesforce.

What should the Architect consider in this situation?

A. Load all data after deferring sharing calculations.

B. Calculate summary values instead of Roll-Up by using workflow.

C. Calculate summary values instead of Roll-Up by using triggers.

D. Load all data using external IDs to link to parent records.

Correct Answer: A

QUESTION 2

Universal Containers (UC) is in the process of selling half of its company. As part of this split, UC\\'s main Salesforce org will be divided into two org:org A and org B, UC has delivered these requirements to its data architect

1.

The data model for Org B will drastically change with different objects, fields, and picklist values.

2.

Three million records will need to be migrated from org A to org B for compliance reasons.

3.

The migrate will need occur within the next two month, prior to be split.

Which migrate strategy should a data architect use to successfully migrate the date?

A. use as ETL tool to orchestrate the migration.

B. Use Data Loader for export and Data Import Wizard for import

C. Write a script to use the Bulk API

D. Use the Salesforces CLI to query, export, and import

Correct Answer: C

QUESTION 3

Universal Containers has large amount of orders coming in from its online portal. Historically all orders are assigned to a generic user.

Which two measures should a data architect recommend to avoid any performance issues while working with large number of order records? (Choose two.)

A. Clear the role field in the generic user record.

B. Salesforce handles the assignment of orders automatically and there is no performance impact.

C. Create a role at top of role hierarchy and assign the role to the generic user.

D. Create a pool of generic users and distribute the assignment of memory to the pool of users.

Correct Answer: AC

QUESTION 4

Northern Trail Outfitters (NTO) has the following systems: Customer master-source of truth for customer information Service cloud-customer support Marketing cloud-marketing support Enterprise data warehouse--business reporting The customer data is duplicated across all these system and are not kept in sync. Customers are also complaining that they get repeated marketing emails and have to call into update their

information.

NTO is planning to implement master data management (MDM) solution across the enterprise.

Which three data will an MDM tool solve?

Choose 3 answers

A. Data completeness

B. Data loss and recovery

C. Data duplication

D. Data accuracy and quality

E. Data standardization

Correct Answer: CDE

QUESTION 5

Ursa Major Solar plans to use Salesforce to manage their sales organization. However, the company has legacy
account data from two aging systems that must be migrated into Salesforce. The Chief Technology Officer (CTO) at
Ursa Major Solar is concerned about data duplication and needs it minimized.

What are two design considerations an Architect should take in this scenario? (Choose two.)

A. Before importing into Salesforce, clean the data.

B. Import the data concurrently.

C. Check and prevent duplicates by using a workflow.

D. Use Salesforce matching and duplicate rules.

Correct Answer: AD

QUESTION 6

Northern Trail Outfitters (NTO) has been using Salesforce for Sales and Service for 10 years. For the past two years,
the marketing group has noticed a rise from 0% to 35% in returned mail when sending mail using the contact
information stored in Salesforce.

Which solution should the data architect use to reduce the amount of returned mail?

A. Use a 3rd party data source to update contact information in salesforce.

B. Email all customer and asked them to verify their information and to call NTO if their address is incorrect.

C. Delete contacts when the mail is returned to save postal cost to NTO.

D. Have the sales team to call all existing customers and ask to verify the contact details.

Correct Answer: B

QUESTION 7

Northern Trail Outfitters (NTO) has decided to franchise its brand. Upon implementation 1,000 franchisees will be able to access NTO\\'s product information and track large customer sales and opportunities through a portal. The franchisees will also be able to run monthly and quarterly sales reports and projections as well as view the reports in dashboards.

Which license does NTO need to provide these features to the franchisees?

A. Salesforce Sales Cloud license

B. Lightning Platform license

C. Customer Community license

D. Partner Community license

Correct Answer: A

QUESTION 8

An Architect needs to assist Get Cloudy Consulting to maintain Lead data, even after Lead records are deleted and the Recycle Bin emptied.

What should the Architect do to implement this solution?

A. Use a Lead standard report and filter on the IsDeleted standard field.

B. Use a Converted Lead report to display data on Leads that have been deleted.

C. Query Salesforce with the queryAll API method or using the ALL ROWS SOQL keywords.

D. Send data to a Data Warehouse and mark Leads as deleted in that system.

Correct Answer: D

QUESTION 9

Northern Trail outfitters in migrating to salesforce from a legacy CRM system that identifies the agent

relationships in a look-up table.

What should the data architect do in order to migrate the data to Salesfoce?

A. Create custom objects to store agent relationships.

B. Migrate to Salesforce without a record owner.

C. Assign record owner based on relationship.

D. Migrate the data and assign to a non-person system user.

Correct Answer: A

QUESTION 10

Universal Containers (UC) recently migrated 1 billion customer related records from a legacy datastore to Heroku
Postgres. A subnet of the data needs to be synchronized with Salesforce so that service agents are able to support
customers directly within the service console. The remaining non-synchronized set of data will need to be accessed by
Salesforce at any point in time, but UC management is concerned about storage limitations.

What should a data architect recommend to meet these requirements with minimal effort?

A. Use Heroku Connect to bidirectionally sync all data between systems

B. As needed, make callouts into Heroku Postgres and persist the data in Salesforce

C. Virtualize the remaining set of data with Salesforce Connect and external objects.

D. Migrate the data to big objects and leverage Async SOQL with custom objects

Correct Answer: A

Reference: https://www.heroku.com/connect

QUESTION 11

Northern Trail Outfitters (NTO) has implemented Salesforce for its sales users. The opportunity management in
Salesforce is implemented as follows:

1.

Sales users enter their opportunities in Salesforce for forecasting and reporting purposes.

2.

NTO has a product pricing system (PPS) that is used to update Opportunity Amount field on opportunities on a daily
basis.

3.

PPS is the trusted source within NTO for Opportunity Amount.

4.

NTO uses Opportunity Forecast for its sales planning and management.

Sales users have noticed that their updates to the Opportunity Amount field are overwritten when PPS updates their
opportunities.

How should a data architect address this overwriting issue?

A. Create a custom field for opportunity amount that sales users update separating the fields that PPS updates.

B. Create a custom field for opportunity amount that PPS updates separating the field that sales user updates.

C. Change opportunity amount field access to read only for sales users using field level security.

D. Change PPS integration to update only opportunity amount fields when values is NULL.

Correct Answer: A

QUESTION 12

Universal Containers has deployed Salesforce for case management The company is having difficulty understanding what percentage of cases are resolved from the initial call to their support organization. What first step is recommended to implement a reporting solution to measure the support reps case closure rates?

A. Enable field history tracking on the Case object.

B. Create a report on Case analytic snapshots.

C. Install AppExchange packages for available reports.

D. Create Contact and Opportunity Reports and Dashboards.

Correct Answer: A

QUESTION 13

Universal Container has a Sales Cloud implementation for a sales team and an enterprise resource

planning (ERP) as a customer master Sales team are complaining about duplicate account and data

quality issues with account data.

Which two solution should a data architect recommend to resolve the complaints?

A. Build a nightly batch job to de-dupe data, and merge account records.

B. Integrate Salesforce with ERP, and make ERP as system of truth.

C. Build a nightly sync job from ERP to Salesforce.

D. Implement a de-dupe solution and establish account ownership in Salesforce

Correct Answer: BD

QUESTION 14

A company has 12 million records, and a nightly integration queries these records.

Which two areas should a Data Architect investigate during troubleshooting if queries are timing out? (Choose two.)

A. Make sure the query doesn\\'t contain NULL in any filter criteria.

B. Create a formula field instead of having multiple filter criteria.

C. Create custom indexes on the fields used in the filter criteria.

D. Modify the integration users\\' profile to have View All Data.

Correct Answer: AC

QUESTION 15

Universal Containers (UC) is implementing a Salesforce project with large volumes of data and daily transactions. The solution includes both real-time web service integrations and Visualforce mash - ups with back -end systems. The Salesforce Full sandbox used by the project integrates with full-scale back -end testing systems. What two types of performance testing are appropriate for this project? Choose 2 answers

A. Pre -go -live automated page -load testing against the Salesforce Full sandbox.

B. Post go -live automated page -load testing against the Salesforce Production org.

C. Pre -go -live unit testing in the Salesforce Full sandbox.

D. Stress testing against the web services hosted by the integration middleware.

Correct Answer: AD

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