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QUESTION 1

Universal Containers (UC) is in the process of migrating lagacy inventory data from an enterprise resources planning (ERP) system into Sales Cloud with the following requirements:

1.

Legacy inventory data will be stored in a custom child objects called Inventory_c.

2.

Inventory data should be related to the standard Account object.

3.

The Inventory_c object should Inhent the same sharing rules as the Account object.

4.

Anytime an Account record is deleted in Salesforce, the related Inventory_c record(s) should be deleted as well. What type of relationship field should a data architect recommend in this scenario?

A. Master-detail relationship filed on Account, related to Inventory_c

B. Master-detail relationship filed on Inventory_c, related to Account

C. Indirect lookup relationship field on Account, related to Inventory_c

D. Lookup relationship fields on Inventory related to Account

Correct Answer: A

QUESTION 2

UC is preparing to implement sales cloud and would like to its users to have read only access to an account record if they have access to its child opportunity record. How would a data architect implement this sharing requirement between objects?

A. Create a criteria-based sharing rule.

B. Implicit sharing will automatically handle with standard functionality.

C. Add appropriate users to the account team.

D. Create an owner-based sharing rule.

Correct Answer: B

QUESTION 3

Universal Containers (UC) is implementing Salesforce Sales Cloud and Service Cloud. As part of their implementation, they are planning to create a new custom object (Shipments), which will have a lookup relationship to Opportunities. When creating shipment records, Salesforce users need to manually input a customer reference, which is provided by customers, and will be stored in the Customer_Reference__c text custom field. Support agents will likely use this customer reference to search for Shipment records when resolving shipping issues. UC is expecting to have around 5 million shipment records created per year. What is the recommended solution to ensure that support agents using global search and reports can quickly find shipment records?

A. Implement an archiving process for shipment records created after five years.

B. Implement an archiving process for shipment records created after three years.

C. Set Customer-Reference_c as an External ID (non-unique).

D. Set Customer-Reference_c as an External ID (unique).

Correct Answer: D

QUESTION 4

Universal Containers (UC) is a business that works directly with individual consumers (B2C). They are moving from a current home-grown CRM system to Salesforce. UC has about one million consumer records. What should the architect recommend for optimal use of Salesforce functionality and also to avoid data loading issues?

A. Create a Custom Object Individual Consumer c to load all individual consumers.

B. Load all individual consumers as Account records and avoid using the Contact object.

C. Load one Account record and one Contact record for each individual consumer.

D. Create one Account and load individual consumers as Contacts linked to that one Account.

Correct Answer: C

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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