Q&As

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QUESTION 1

DreamHouse Realty has the following requirement:

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 A specific set of Account Management users should only see Accounts once the Account becomes a customer.

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 The Type field on the Account identifies whether the Account is a Customer, Partner, Prospect, or Other.

Which two methods could the Architect use? (Choose two.)

A. Create a Criteria-based Sharing rule that shares the Account to the Account Management Group when the Type is Customer.

B. Create an Account Sharing Rule that shares all Account owned by Sales to be shared with Account Management roles and Subordinates.

C. Create a Public List view, where Account of Type Customer are included and share the List view with the Account Management public group.

D. Put a business process in place that calls for the Account Manager to be added to the Account Team once the Account becomes a customer.

Correct Answer: AD

QUESTION 2

Universal Containers has a global 24x7 Salesforce.com implementation that supports Sales, Services, Order Management, and various other parts of their business. They have a nested territory hierarchy, 10,000 sales users, and 20,000 support agents. Territory changes happen daily. The demand for new applications and changes to the platform is high and they follow an agile development methodology and deliver new releases every two weeks on the platform. What Salesforce.com feature would help the system recover from a maintenance restart on Salesforce.com servers?

A. Enable Granular Locking on the system.

B. Enable Deferred Sharing Rule recalculation.

C. Enable Parallel Sharing Rule recalculation.

D. Enable Filter -Based Opportunity Territory Assignment.

Correct Answer: B

QUESTION 3

Which three capabilities are available with Enterprise Territory Management? Choose 3 answers

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A. Create a public group with Territory

B. Share a report or dashboard folder with a Territory

C. Metadata API Support

D. Integration with Collaborative Forecasting

E. Assignment of Territory on Opportunities

Correct Answer: CDE

QUESTION 4

Which of the following is used to encrypt a variety of widely used standard fields, along with some custom fields and
many kinds of files.

A. Shield Encryption.

Correct Answer: A

QUESTION 5

How should the Architect ensure that OBJECT-LEVEL SECURITY is enforce within a custom Visualforce application
that was a standard Apex controller on the Lead object?

A. Use the runAs() method to enforce user permissions in the Apex controller.

B. Use the Schema.DescribeSObjectResultisAccessible() method in the Apex controller.

C. Use the {!$ObjectType.lead.accessible} expression within the Visualforce page.

D. Use the "With Sharing" keyword when defining the Visualforce page.

Correct Answer: C

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