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QUESTION 1

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 2

Universal Containers (UC) is implementing Sales Cloud. During the final quarter of the financial year, sales managers help each other close deals. They requested a solution in Salesforce to allow them to share opportunities with other sales managers from different teams as needed. They also requested that sharing deals should expire automatically two weeks after the new fiscal year starts. Which two options to propose a solution to meet the requirements? Choose 2 answers

- A. Apex Sharing to share opportunities with sales managers.
- B. Scheduled Apex job to remove access.
- C. Opportunity team to share opportunities with sales managers.
- D. Sharing Rules to share opportunities with sales managers.

Correct Answer: BC

QUESTION 3

Universal Containers maintains Job information in a Custom Object that contains sensitive information. The only users who should be able to view and edit Job records are the user who owns the record and all users in the Delivery profile. Which three platform sharing tools are required to support the above requirements?

Choose 3 answers.

- A. Grant access Using Hierarchy sharing setting on the Job Object set to false.
- B. "Modify All" permission for Job Object on the Delivery Profile.
- C. Criteria-Based sharing rule for the Delivery Profile on the Job Object.
- D. Organization-Wide Default sharing setting of Private on the Job Object.



E. "View All Data" profile permission on the Delivery Profile.

Correct Answer: ABD

QUESTION 4

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

- 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 5

Universal Containers has requirement to integrate Salesforce with an external system to control record access.

What option should the Architect consider when designing a solution?

- A. Use the Security API to modify the role hierarchy in Salesforce.
- B. Use the SOAP API to maintain the related SObject_share records.
- C. Use the Metadata API to maintain the related SObject records.
- D. Use the SOAP API to create new Criteria-Based Sharing Rules in Salesforce.

Correct Answer: B

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