Question #1 *Topic 1*

Universal Containers uses 75,000 distributors that have close to 1 million total users. Distributors need to use the community to see closing opportunities assigned to their distributor for delivery.
What license recommendation will meet distributor needs?

A. Customer Community

B. Customer Community Plus

C. Sales Cloud

D. Partner Community

**Suggested Answer:** *D*

*Community vote distribution*

D (100%)

**Skippers** 8 months ago

**Selected Answer: D**

Partner Community is proper answer

upvoted 2 times

Question #2 *Topic 1*

Sales Operations at Universal Containers (UC) has created Public Report and Dashboard folders for sales managers that report to the VP of Sales. Sales Operations currently spends a few hours each month updating users that should have access to edit items in these folders.
In which two ways can UC grant access to sales managers to automate access to these Reports and Dashboards folders? (Choose two.)

A. Share the folders with the “VP of Sales” Role and Subordinates.

B. Share the folders lowest roles in the Role Hierarchy, superiors will get access automatically.

C. Share the folders with a “Sales Managers” Public Group.

D. Share the folders with the “Sales Managers” Queue.

**Correct Answer:** *AC*

Currently there are no comments in this discussion, be the first to comment!

Question #3 *Topic 1*

What advanced tool can Salesforce enable for large-scale role hierarchy realignments?

A. Set external organization-wide default to public read only

B. Granular locking

C. Partitioning by Divisions

D. Skinny Table Indexing

**Suggested Answer:** *B*

**Blablabla39** Highly Voted 1 year, 1 month ago

The answer is C

Salesforce allows you to use Divisions to partition data and role hierarchies in large organizations, which can be helpful for role hierarchy realignments. Divisions help segment data and roles based on different business units, departments, or geographic regions within your organization.

By implementing Divisions, you can:

1. **Isolate Data:** Divisions can be used to separate data so that users in one division can only access and view data within their own division. This helps maintain data privacy and security.

2. **Segment Role Hierarchies:** You can set up separate role hierarchies for each division, allowing for greater flexibility in managing roles and access permissions.

3. **Control Access:** Divisions allow you to control who can see and interact with data and records within their respective divisions, simplifying large-scale realignments.

upvoted 8 times

**SalesforceExpert101** 9 months, 2 weeks ago

Although Divisoins is a good way to handle large volume of data, it does not really help in Role Hierarchy realignment. Granular Locking is the correct answer as it helps to perform realignments seamlessly. As explained in this page https://developer.salesforce.com/docs/atlas.en-us.draes.meta/draes/draes_group_membership_locking.htm

upvoted 6 times

Question #4 *Topic 1*

By default, how many roles are created when the first external user is created on a partner account?

A. 3

B. 2

C. 1

D. 0

**Suggested Answer:** *C*

*Community vote distribution*

C (54%) A (46%)

**Mark518** Highly Voted 1 year, 4 months ago

By Default it is 1 C. You can select up to 3.

upvoted 11 times

**cfusco** Highly Voted 1 year, 2 months ago

Answer is A.

https://help.salesforce.com/s/articleView?id=sf.networks_partner_roles_overview.htm&type=5

upvoted 6 times

**ea62fe6** Most Recent 5 months, 2 weeks ago

Selected Answer: C

Answer is C.

Just tried it on a new scratch org, the default is 1 role.

upvoted 3 times

**BrainMelt12** 7 months, 3 weeks ago

Selected Answer: A

Link: https://help.salesforce.com/s/articleView?
id=sf.networks_partner_roles_overview.htm&language=en_US&type=5#:~:text=When%20you%20enable%20the%20first,Partner%20Manager%2C%20or%20

Based on the documentation the correct answer is A.

"When you enable the first external user on a partner account, a user role hierarchy is created for that account. This role hierarchy rolls up to the accoun
channel manager). The three roles in this hierarchy are Partner User, Partner Manager, or Partner Executive. When you create contacts on the partner ac
them to external users, assign one of these roles to them."

upvoted 2 times

**BrainMelt12** 7 months, 3 weeks ago

Extra info for the doc:

"The Partner User role rolls up to the Partner Manager role, which rolls up to the Partner Executive role. The Partner Executive role rolls up to the Cha
Partner users can view and edit all data owned by or shared with users below them in the hierarchy, regardless of the org's sharing model.

Note
NOTE Changing this setting doesn't affect the number of roles for existing accounts. For example, let's say you start with one partner role in your org,
accounts with just one role. Then you increase the number of roles to three. The partner accounts created with one role continue to have just one, ev
the default number of roles."

upvoted 3 times

**SalesforceExpert101** 9 months, 2 weeks ago

Selected Answer: A

When you enable the first external user on a partner account, a user role hierarchy is created for that account. This role hierarchy rolls up to the account owner (typically, the channel manager). The three roles in this hierarchy are Partner User, Partner Manager, or Partner Executive.

upvoted 4 times

**Skippers** 8 months ago

Three roles are not created automatically, they can be created, but don't have to.

upvoted 1 times

**SS1121** 1 year, 1 month ago

**Selected Answer: C**

The default is 1and the user can select unto 3. This configuration can be changed under Setup -> Digital Experiences -> Settings.

upvoted 4 times

**Blablabla39** 1 year, 1 month ago

Answer A:

When you create the first external user on a partner account in Salesforce, a default role hierarchy is established with three roles:

1. Partner Executive: This role is typically at the top of the hierarchy and represents the highest level of access within the partner account.
2. Partner Manager: The Partner Manager role is positioned below the Partner Executive and has slightly more restricted access.
3. Partner User: This role is usually at the lowest level of the hierarchy and represents standard users within the partner account.

These default roles are created to provide a basic structure for managing access and permissions within the partner account. However, you can customize the role hierarchy and create additional roles to meet your organization's specific needs and requirements. Depending on your use case and the complexity of your partner account, you may need to adjust the roles and hierarchy accordingly.

upvoted 4 times

Question #5 *Topic 1*

The Finance team at Universal Containers usually does not need access to Account and Contact records. A finance analyst was temporarily given Opportunity access for a big deal to help with tax calculation. She can now also access Account and Contact records as well.
Which two reasons could be causing this issue? (Choose two.)

A. Contact records can be accessed due to implicit sharing from Account.

B. Account records can be accessed due to role hierarchy.

C. Account records can be accessed due to implicit sharing from Opportunity.

D. Contact records can be accessed due to implicit sharing from Opportunity.

**Suggested Answer:** *AC*

**Mark518** Highly Voted 1 year, 4 months ago
I was wrong, the correct answer is AC. In a default SF Org, Contact has no relationships to Opp.
upvoted 7 times

**BorisBoris** Most Recent 1 year, 4 months ago
The actual exam as of July 2023 does not give option C and there was only 1 answer required. So the answer is only option A. But if C was given as an option, it is valid. Why? the standard relationship between Opportunity and Contact is known as the "Opportunity Contact Role." It is a junction object that facilitates the association between an Opportunity and multiple Contacts. Each Opportunity Contact Role represents a specific role played by a Contact on a particular Opportunity.
upvoted 2 times

**Mark518** 1 year, 4 months ago
I think the answer should be CD. Opportunity has lookup relationships to both Contact and Account.
upvoted 1 times

Question #6 *Topic 1*

Universal Containers keeps product brochures in Salesforce as files. Sarah shares a public link to a product brochure with potential customers during a meeting. She wants to ensure they do not have access to the file after the meeting.
How should Sarah accomplish this?

A. Delete the public link.

B. Move the file to another folder.

C. Delete the file.

D. Rename the file.

**Correct Answer:** *A*

Currently there are no comments in this discussion, be the first to comment!

Question #7 *Topic 1*

Universal Containers' organization wide-defaults model is private for the Account object. A sales representative user has Create/Edit access to opportunity records.
Which level of access will the sales rep have to the related account record?

A. Read/Create/Edit access

B. No access

C. Read/Create access

D. Read-only access

**Suggested Answer:** *D*

*Community vote distribution*

D (100%)

**nibbler** Highly Voted 1 year, 6 months ago

Selected Answer: D

its D yes

upvoted 10 times

**BorisBoris** Highly Voted 1 year, 4 months ago

The other thing to note here. In 2023, all acurrances of this quaestion do not offer 4 options. i.e Read/Create Acees doesn't exist. I implore this site owner to come with Up-to-date questions please.

upvoted 8 times

**giorgio_peres** Most Recent 2 months ago

Implicit access: Corresponds to the "Associated record owner or sharing" entry in the Reason column of the Sharing Detail page. The user has access to a child record of an account (opportunity, case, or contact), which grants them Read access on that account. You can't overwrite this access. For example, if the user has access to a case record, he or she has implicit Read access to the parent account record.

The correct respsonse is D

upvoted 1 times

**giorgio_peres** 2 months, 1 week ago

The B is correct. the acconut (master, parent for opportunity recors) owner has the read permission on the opportunity child) but the opportuniity owner doesn't has the read permssion on account record (master record)

upvoted 1 times

**giorgio_peres** 2 months, 1 week ago

the acconut (master, parent for opportunity recors) owner has the read permission on the opportunity child) but the opportuniity owner doesn't has the read permssion on account record (master record)

upvoted 1 times

**BlackFox91** 5 months, 1 week ago

Selected Answer: D

Implicit Sharing give you read access to Account. So D

upvoted 1 times

**nerdycute** 1 year, 1 month ago

Should be D.

upvoted 2 times

**BorisBoris** 1 year, 4 months ago

D.

https://help.salesforce.com/s/articleView?id=sf.faq_record_access.htm&type=5

Corresponds to the "Associated record owner or sharing" entry in the Reason column of the Sharing Detail page. The user may have access to a child record of an account (opportunity, case, or contact), which grants them Read access on that account. You can't overwrite this access. For example, if the user has access to a case record, he or she has implicit Read access to the parent account record.

upvoted 5 times

**roberto_ampl** 1 year, 4 months ago

Selected Answer: D

Partent implicit sharing read only, D

upvoted 3 times

**sleguay** 1 year, 8 months ago

I disagree with the answer :

https://developer.salesforce.com/docs/atlas.en-us.draes.meta/draes/draes_object_relationships_implicit_sharing.htm

Parent Read-only access to the parent account for a user with access to a child record

upvoted 4 times

Question #8 *Topic 1*

The Corporate Identity and Access Team needs to audit User setup in the Salesforce org.
What two permissions should be granted to this team so they can perform their audit? (Choose two.)

A. View All Users

B. View Setup and Configuration

C. View permission on the User object

D. View All Data

**Correct Answer:** *AB*

Currently there are no comments in this discussion, be the first to comment!

Question #9 *Topic 1*

Universal Containers (UC) is implementing Sales Cloud. During the last quarter of the financial year, sales agents help each other close deals. They requested a solution in Salesforce to allow them to specify an assistant agent on the opportunity record. When the sales agent changes the assistant field, the system should automatically remove access from the previous assistant and grant access to the new assistant.
What is the optimum solution to meet the requirements?

A. Use opportunity team and create an assistant field, use apex to share opportunities with the assistant agent.

B. Use apex sharing to share and unshare opportunities with the assistant agent.

C. Use sharing rule to share opportunities with the assistant agent.

D. Use share group to share opportunities with the assistant agent.

**Correct Answer:** *B*

Currently there are no comments in this discussion, be the first to comment!

Question #10 *Topic 1*

Universal Containers (UC) has a partner community for its 200 distributors. UC customer accounts are assigned an individual distributor. The organization-wide default setting for the custom Delivery object is private.
How can an architect advise UC to grant all users at a distributor access to delivery records for all customers assigned to a particular distributor?

A. Create a criteria-based sharing rule that shares delivery records matching a distributor to the Distributor role in the role hierarchy.

B. Create a criteria-based sharing rule that shares delivery records matching the Distributor to users of a Public Group created for the distributor.

C. Give ownership of the delivery record to a distributor user.

D. Create a Sharing Set for the Distributor Profile to grant access to the Delivery object.

**Correct Answer:** *D*

Currently there are no comments in this discussion, be the first to comment!

Question #11 *Topic 1*

The architect has a requirement to create a criteria-based sharing rule based on the customer Social Security number. However, when setting up the rule in Contact Sharing, the field is not shown on the list of available fields.
What might cause this?

A. Text fields with validation rules are not available for sharing rules.

B. The architect's profile does not have Field level Security (FLS) for this field.

C. The field has been configured for encryption.

D. The architect does not have permission to Compliance fields.

**Suggested Answer:** *C*

*Community vote distribution*

C (100%)

**Alokv** Highly Voted 1 year, 8 months ago
You can't use encrypted fields in criteria-based sharing rules.
upvoted 8 times

**nibbler** Highly Voted 1 year, 6 months ago
Selected Answer: C
C it is
upvoted 6 times

**BlackFox91** Most Recent 5 months, 1 week ago
Selected Answer: C
C beacause you can't use encrypted field in sharing. Other text fields can be seen in configuration
upvoted 1 times

**b347157** 10 months, 1 week ago
B and C - both are possible values. Question is which preceeds the other ? I think it is then B.
upvoted 1 times

**Nilesh_Nanda** 10 months, 3 weeks ago
C is the correct answer because a field is not shown on the list of available fields.
upvoted 2 times

**bhanu143** 1 year ago
Answer is C because we can't use lookup fields, encrypted fields in Criteria based sharing rules
upvoted 2 times

**jakecpq** 1 year, 1 month ago
I have a question, I agree with the answer c but does it matter if the test answer is the one marked?
upvoted 2 times

**mqvia** 1 year, 1 month ago
Answer is C
upvoted 2 times

**SPRIKKI** 1 year, 1 month ago
Answer is C
upvoted 2 times

**tobicky** 1 year, 6 months ago
The answer is C
upvoted 5 times

**sleguay** 1 year, 8 months ago
I agree with sailbag.
upvoted 5 times

**saibalg** 1 year, 9 months ago

**Selected Answer: C**

This to me the answer

upvoted 4 times

## Question #12

*Topic 1*

What should a Salesforce architect recommend to make sure that users that gained access to a custom object record through Apex managed sharing do not lose access to it when its owner is changed?

A. Use "With Sharing" keyword to make sure record visibility will be considered.

B. Create a specific Apex Sharing Reason for the custom object.

C. Create a new record in _Share object with RowCause "Manual".

D. Use "runAs" system method in Apex classes to enforce visibility.

**Suggested Answer:** *B*

**Ooson** Highly Voted 1 year, 4 months ago

B.
A way to grant access that won't be removed when the owner changes is by using Apex to create Share records with a specific "RowCause" or Sharing Reason.

upvoted 8 times

**BlackFox91** Most Recent 5 months, 1 week ago

It's B, if you set a specific rowCause, sharing won't be removed.
C is valid but it's a waste of time

upvoted 1 times

**BorisBoris** 1 year, 4 months ago

C.
When Apex managed sharing is used, it allows you to programmatically share records with other users or groups based on specific criteria. However, this sharing mechanism is not automatically maintained when the owner of a record changes. Therefore, to retain the shared access even if the owner changes, a new sharing entry with RowCause set to "Manual" should be created in the _Share object. This way, the sharing entry becomes independent of the record owner and is not affected by ownership changes.

upvoted 2 times

**_Orva** 1 year, 3 months ago

Manual shares written using Apex contains RowCause="Manual" by default. Only shares with this condition are removed when ownership changes. B.

upvoted 6 times

Question #13 *Topic 1*

The sales managers at Universal Containers (UC) requested their teams to define each user's role on their accounts in order to provide an easy way to establish accountability and collaboration. Sales managers also requested that sales associated should only get the following permissions:
Read access to the accounts.
Read access to cases related to the accounts.
No access to deals related to the accounts.
The sales associates may be granted access to opportunities when needed.
Assuming the overall sharing model of the organization is private and no sharing rules are configured on the account object. How can an Architect achieve these requirements?

A. Use Account teams to define access to accounts as well as opportunities and cases related to accounts.

B. Use Account teams, Opportunity teams, and Case teams.

C. Use Account teams and use Sharing rules to share cases with sales associates. No change required to the opportunity object.

D. Use Account teams, Case teams. No configuration required for the opportunity object.

**Suggested Answer:** *A*

**BorisBoris** Highly Voted 1 year, 4 months ago
A.
Account Teams: Create Account teams and add the relevant sales associates to the Account teams for the respective accounts they need access to. Account teams allow you to grant specific access to users on an account-by-account basis.

Account Read Access: To provide read access to the accounts for sales associates, you can use the Account teams and grant them Read access.

Case Read Access: To provide read access to cases related to the accounts, you can use the Account teams and grant Read access to cases for the respective sales associates. This way, they will be able to view cases related to the accounts they are part of.

No Access to Deals (Opportunities): Since the requirement specifies that sales associates should not have access to deals (opportunities) related to the accounts by default, you can simply not grant access to opportunities via the Account teams. This way, sales associates won't have access to opportunities unless they are explicitly granted access when needed.
upvoted 9 times

Question #14 *Topic 1*

Universal Containers (UC) has implemented Customer Community with customer community plus licenses for its distributors. Some distributors requested granting specific community users (agents) to view cases submitted by other agents of the same distributor.
Which feature only supports these requirements?

A. Permission set to grant community admin permission

B. Delegate external user

C. Partner community admin

D. Partner super user

**Suggested Answer:** *D*

*Community vote distribution*

D (100%)

**BorisBoris** Highly Voted 1 year, 4 months ago

B.
It cannot be C or D because we're talking about Cusomer Community Licence rather than Patner License. A ? No. because, Permission Set to grant Community Admin Permission is not specifically designed for controlling access to view cases submitted by other agents of the same distributor. Community Admin Permission grants administrative privileges to manage the community, but it doesn't address the specific case visibility requirement.

upvoted 5 times

**HRVMMRVH** 1 year, 3 months ago

It should be D, since as per https://help.salesforce.com/s/articleView?id=sf.networks_partner_super_user_access.htm&type=5 you can grant Partner Super User access to users with Customer Community Plus licenses.

upvoted 7 times

**ruibin** 1 year, 3 months ago

Customer Community : Portal Super User
Partner Community : Partner Super User

upvoted 3 times

**geggi69** Most Recent 1 month, 3 weeks ago

it's D but it should be Portal Super User being this a Community Plus and not a Partner Community. A B C are options that do not exist or not make sense, i.e. Permission set cna give access to objects not to record while B and C roles do not exist

upvoted 1 times

**SalesforceExpert101** 9 months, 2 weeks ago

Selected Answer: D

you can grant Partner Super User access to users with Customer Community Plus licenses.

upvoted 3 times

Question #15 *Topic 1*

Universal Containers (UC) uses a custom Lightning component with an Apex class to display shipment information (custom object, private OWD). UC sales managers are complaining about two important points:
Shipment records that belong to their teams can be seen by other users.
Shipment amount should be visible only by managers, but sales reps are able to view it.
Which two features did the development team miss that is causing the problems? (Choose two.)

A. Use isSearchable keyword in Apex classes to assure record visibility.

B. Use With Sharing keyword in Apex classes to enforce sharing rules evaluation.

C. Use runAs in test class to enforce user permissions and field-level permissions.

D. Use isAccessible() method in Apex classes to check field accessibility.

**Suggested Answer:** *BD*

**BorisBoris** 1 year, 4 months ago

Option B not given in exam. Therefore only one answer. D

upvoted 3 times

Question #16 *Topic 1*

Universal Containers (UC) is a non-profit organization and has over 20,000,000 members (donors). The company decided to assign those accounts to Donations Reps based on their regions. Donations Reps ended up owning over 50,000 donors each.
The donation reps started to see significant degradation of the system performance.
What could be the reason for this problem?

A. The Donations Reps access to the assigned accounts.

B. The Account (donor) object OWD is Private.

C. There is an Account ownership data skew problem.

D. Salesforce sharing recalculation kicked off.

**Suggested Answer:** *C*

*Community vote distribution*

C (100%)

**Skippers** 8 months ago

**Selected Answer: C**

Correct Answer C: Regarding Salesforce guidelines, there should be no more than 10,000 records related to single one.

upvoted 2 times

Question #17 *Topic 1*

What vulnerability can exist when controllers use dynamic rather than static queries and bind variables?

A. Buffer Overflow Attacks

B. Record Access Override

C. SOQL Injection

D. Cross-site scripting

**Correct Answer:** *C*

Currently there are no comments in this discussion, be the first to comment!

Question #18 *Topic 1*

Universal Containers has a large network of partners, who each have seasonal workers that need short-term access to the community.
How might the Architect design the solution to federate user setup to the Partners? (Choose two.)

A. Assign delegated external administrators at each partner.

B. Grant the Modify Users permission to the partner managers.

C. Create a permission set giving Read/Write to the User object to partner manager.

D. Allow external users to self register.

**Correct Answer:** *AD*

Currently there are no comments in this discussion, be the first to comment!

Question #19 *Topic 1*

Universal Containers (UC) has Affiliates who sell containers in countries where UC does not have a local office. UC has leveraged the Partner Community to manage the sales cycle. One of their affiliates has exponentially grown in the last years and restructured its internal sales team with the following structure:
Sales VP – –> Director of Sales – –> Sales Manager – –> Sales Reps
UC would like to have the ability to open up access to the sales opportunities according to the above structure.
What is the main problem a Salesforce Architect will face to provide a solution?

A. Partner User Roles are limited to three levels.

B. Partner Community does not support Role Hierarchy.

C. Super User does not work in Partner Community.

D. The Channel manager Role cannot be shared with Partner Community.

**Correct Answer:** *A*

Currently there are no comments in this discussion, be the first to comment!

Question #20 *Topic 1*

Universal Containers (UC) has a custom Apex class that enforces a business process and updates opportunities. UC has noticed that fields with field-level security permission of read only on certain users' profiles are being updates by this class.
How should the architect fix this problem?

A. Use the WITH SECURITY_ENFORCED keyword in the SOQL statement.

B. Put the code in an inner class that uses the With Sharing keyword.

C. Use the ISUpdatetable() Apex method to test each field prior to allowing update.

D. Add With Sharing keyword to the class.

**Suggested Answer:** *A*

*Community vote distribution*

C (100%)

**NoelSF** Highly Voted 1 year, 4 months ago
the answer should be C, as a SOQL with WITH SECURITY_ENFORCED will still execute correctly and verifies Read access for Field and Object, not Edit access.
upvoted 9 times

**btiba2223** Highly Voted 1 year, 3 months ago
answer should be C
https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex_classes_with_security_enforced.htm
upvoted 6 times

**BlackFox91** Most Recent 5 months ago
Selected Answer: C
Should be C. The isUpdatetable allow to control access in edition of a field, while the A will trigger an error only if the field is not visible to the user
upvoted 2 times

**Rangya** 9 months ago
A and C both are the ways to achieve this. With C, we can have graceful handling of access error while with A, it throws an exception causing any further transaction termination.
upvoted 1 times

**Nilesh_Nanda** 10 months, 3 weeks ago
The answer should be C
upvoted 1 times

**nerdycute** 1 year, 1 month ago
Answer should be C.
upvoted 3 times

**amanad13** 1 year, 5 months ago
isUpdateable can be used on fields to check if a user has edit/update access to that field.

WITH SECURITY_ENFORCED is just for soql retrieving records & with sharing keywords have to do with record level access and not field or object level access.
upvoted 5 times

Question #21 *Topic 1*

Universal Containers is planning to pilot a new application to a small set of Sales Reps.
What is the optimal way to grant only those Sales Reps access to the new functionality, while hiding the legacy functionality?

A. Clone the Sales Rep profile, adjust settings, and assign the pilot users the new profile.

B. Revoke access to legacy functions in the Sales Rep profile and create a permission set for the new functionality.

C. Create new user records for the pilot user that they will use for the pilot.

D. Create a permission set to grant access to the new functionality and hide the old functionality.

**Suggested Answer:** *A*

*Community vote distribution*

A (100%)

**atyagibuff** 10 months ago

Selected Answer: A

Should be A. Option B, "Revoke access to legacy functions in the Sales Rep profile and create a permission set for the new functionality." would mean the functionality would change for the other sales reps too, but we want to only limit the changes to a small subset of Sales Reps.

upvoted 2 times

Question #22 *Topic 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 Private OWD on Lead.

B. Implement a Public Read/Write OWD on Lead.

C. Implement a Public Read Only OWD on Lead.

D. Implement a Public Read/Write/Transfer OWD on Lead.

**Suggested Answer:** *A*

**Nilesh_Nanda** 10 months, 3 weeks ago
The answer should be C, Public Read Only
upvoted 1 times

**atyagibuff** 10 months ago
No. It says only a subset of temporary workers. That means there are workers who will be needed to NOT have access too. Therefore the OWD needs to be private
upvoted 5 times

**jakecpq** 1 year, 1 month ago
It should be private as it does not say view all leads in the second part
upvoted 2 times

**btiba2223** 1 year, 3 months ago
should'nt it be C?
upvoted 3 times

**Ullr** 1 year, 1 month ago
it should'nt
upvoted 2 times

Question #23 *Topic 1*

At Universal Containers, Accounts and Contacts are normally visible to all employees, and Proposals (custom object) are visible to the Account owner and managers. However, some Proposals are considered confidential and are managed by a Strategic Proposals team. These Proposals should not be visible to anyone in the Sales group other than the owner and the strategic team.
How should the architect design for this requirement?

A. Proposal Owner set to the Strategic Deals Team Queue and set the Account relationship to Master-Detail.

B. Proposal Owner set to the Strategic Deals Team Queue and create an owner-based sharing rule to grant visibility to the Account owner.

C. Disable Grant Access Using Hierarchies and set a Criteria-Based Sharing rule for Strategic Deals team.

D. Disable Grant Access Using Hierarchies and set an Owner-Based Sharing rule for Strategic Deals team.

**Suggested Answer:** *C*

**Dcadwell** 2 months, 1 week ago
D. Disable Grant Access Using Hierarchies and set an Owner-Based Sharing rule for Strategic Deals team.

Here's why:

Disable Grant Access Using Hierarchies: This ensures that the visibility of the Proposals is not automatically extended to users higher up in the role hierarchy, which is crucial for maintaining confidentiality.
Owner-Based Sharing Rule: This allows you to create a sharing rule that grants access to the Strategic Proposals team based on the ownership of the Proposal. This way, only the owner and the Strategic Proposals team will have access to these confidential Proposals
upvoted 2 times

**92b6348** 4 months, 2 weeks ago
Should it be D, as it needs to be combined with an owner-based?
upvoted 2 times

**BlackFox91** 5 months ago
The closest response is C for me. It's right but it's incomplete as all manager will lose visibility on Proposals.
upvoted 1 times

**SerPer** 8 months, 2 weeks ago
WIll be B
upvoted 1 times

**Rangya** 9 months ago
For C : agreed to 2nd part for criterion based to identify "some" proposals we need criterion based sharing rules. But If we disable grant access using role hierarchy, how would it cater to the requirement which says "proposals are accesible to Account owners AND THIER MANAGERS"?
upvoted 1 times

**sivsiv** 2 months, 3 weeks ago
exactly, I don't see how we can make everyone happy with only 1 sharing rule. But I would still go for criteria sharing rule.
upvoted 1 times

Question #24 *Topic 1*

Users at Universal Containers are complaining that a field has disappeared from the Account page after deploying its latest project. The page layout has not changes with this deployment.
How should the admin troubleshoot this issue?

A. Log in as a user and check several Accounts to isolate the problem records.

B. Review change to Account record types.

C. View field Accessibility in the Object Manager.

D. Run a Who Sees What report, filtering on Account.

**Suggested Answer:** *C*

**BorisBoris** 1 year, 4 months ago

C.

First check the Field Accessibility via the Object since the Metadata may have been missed or not updated during the deployment.

upvoted 3 times

Question #25 *Topic 1*

Universal Containers has expanded to sell virtual containers for data storage. Virtual container work orders are provisioned immediately by the system and therefore cannot be changed by a sales representative.
What is an optimal approach to implement these requirements?

A. Remove the Edit button from the Work Order Page Layout.

B. Implement a sharing rule that changes access for all Work Orders to Read.

C. Remove the Work Order Edit permission from the Sales Representative Profile.

D. Change the Record Type/Page Layout assignment for Work Orders to be Read Only.

**Correct Answer:** *C*

Currently there are no comments in this discussion, be the first to comment!

Question #26 Topic 1

Which two objects support creating queues? (Choose two.)

A. Case

B. Account

C. Opportunity

D. Lead

**Correct Answer:** *AD*

Currently there are no comments in this discussion, be the first to comment!

Question #27 *Topic 1*

Universal Containers (UC) service reps are assigned to a profile which has “View All” in Case object (Private OWD).
To make sure service reps have access to all relevant information to attend to customer requests, which two details should a Salesforce Architect consider? (Choose two.)

A. Service reps will NOT be able to access all UC Contact records if they are Controlled by Parent.

B. Service reps will be able to access all UC Account records due to Implicit Sharing.

C. Service reps will NOT be able to access all UC Account records because Account OWD is private.

D. Service reps will be able to access all UC Contact records if they are Controlled by Parent.

**Suggested Answer:** *AC*

*Community vote distribution*

AC (100%)

**atyagibuff** 10 months ago

Selected Answer: AC

A. Service Reps' Access to Contact Records: If Contact records are controlled by the parent (Account), and the Account OWD is private, service reps will not automatically have access to all Contact records. Their access to Contacts depends on the sharing settings of the associated Accounts.

C. Service Reps' Access to Account Records: Since service reps have "View All" access only on the Case object and the Account OWD is private, they will not automatically have access to all Account records. Their access to Accounts needs to be granted through other means like sharing rules or permission sets if necessary.

upvoted 2 times

**Vik7704320** 11 months ago

Sreesaj, probably not to ALL (if case is not owned by a Account, then there is no access to such the Account)

upvoted 2 times

**Sreesaj** 11 months, 2 weeks ago

Answer should be BD (?)

upvoted 4 times

Question #28 *Topic 1*

Universal Containers (UC) has implemented Customer Community with customer community licenses for their customers. UC requested that any record owned by its customers should be accessible by UC users in the customer support role.
How can an Architect configure the system to support the requirements?

A. Sharing Set

B. Share Group

C. Apex Sharing

D. Sharing Rule

**Suggested Answer:** *D*

*Community vote distribution*

D (70%) B (30%)

**Bittu95** Highly Voted 1 year, 1 month ago

It should be D
The architect can configure the system to support the requirements by using a sharing rule. A sharing rule is a declarative way of extending record access to users or groups of users based on criteria such as ownership, role, or field values3. In this case, the architect can create a sharing rule that grants read or read/write access to all records owned by customer community users to UC users in the customer support role. A sharing set is used to grant access to community users based on a common account or contact, not to internal users. A share group is used to share records with groups of community users who have Customer Community Plus or Partner Community licenses, not with internal users. Apex sharing is used to programmatically share records when declarative sharing cannot fulfill complex requirements, but it is not necessary in this case.

upvoted 5 times

**Rangya** Most Recent 8 months, 2 weeks ago

Selected Answer: B

Clearly Sharing Rules are not available under customer community licenses and sharing set is the only option.

Find the table at bottom of this article:
https://help.salesforce.com/s/articleView?id=sf.users_license_types_communities.htm&type=5

upvoted 1 times

**SalesforceExpert101** 9 months, 2 weeks ago

Selected Answer: D

the sharing rule would be created for the UC internal users - so it should be sharing rules.

upvoted 3 times

**bendsito** 12 months ago

Selected Answer: B

The correct answer is B (Share Group).

Sharing Rules are NOT available with Customer Community licenses.

upvoted 2 times

**SalesforceExpert101** 9 months, 2 weeks ago

the sharing rule would be created for the UC internal users - so it should be sharing rules.

upvoted 3 times

**snowmonkey** 1 year, 1 month ago

Selected Answer: D

D
Share group is used for high volume site users in Customer Community Plus and Partner Community

upvoted 4 times

Question #29 *Topic 1*

Universal Containers (UC) has implemented Service Cloud. There is a flag field on the case object that marks a case as (Sensitive). UC requested that this flag can be viewed by all users who have access to the case but only be edited by the assigned case assessor. The case assessor is a lookup field on the case object.
How can an architect achieve this requirement?

A. Permission set

B. Custom lightning component

C. Object permissions

D. Field-level security

**Suggested Answer:** *B*

**atyagibuff** Highly Voted 10 months ago
Custom lightning component, because Case assessor is dynamic and can change case to case
upvoted 5 times

Question #30 *Topic 1*

Susan posts a file to the Chatter feed for a record of an object which OWD is private.
Which two statements accurately describe who can view the file by default? (Choose two.)

A. Susan only

B. Susan and users with access to the record

C. Susan and users with a shared Chatter post link to the file

D. Susan and users with the View All Data permission

**Correct Answer:** *BD*

Currently there are no comments in this discussion, be the first to comment!

Question #31 *Topic 1*

Universal Containers (UC) has a custom object to track the internal net promoter score (NPS) for all of its employees.
How can UC ensure that NPS records cannot be accessed by an individual employee's manager?

A. Use Apex Sharing to remove NPS object share records for Manager Profiles.

B. Remove Create, Read, Edit, and Delete from Manager Profiles and Permission sets.

C. Set organization-wide default to Private and uncheck the Access Using Hierarchies option for the NPS object.

D. Create a criteria-based sharing rule to remove access to Manager role and above in the Role Hierarchy.

**Correct Answer:** *C*

Currently there are no comments in this discussion, be the first to comment!

Question #32 *Topic 1*

Besides their own team accounts, sales managers at Universal Containers need to have READ access to all accounts of the same segment in other countries.
Role hierarchy was implemented accordingly (based on countries), but a sales manager in the US is complaining that he cannot view account records of the same segment in Canada.
What should be done to grant access in a proper way?

A. Create owner-based sharing rule to grant access to account records that have the same segment to all sales manager roles.

B. Create a public group and include all accounts of the same segment and grant access through a permission set.

C. Create a criteria-based sharing rules to grant access to account records that have the same segment to all sales manager roles.

D. Change the role hierarchy and put all the sales managers in the US and Canada in the same role.

**Suggested Answer:** *C*

*Community vote distribution*

C (100%)

**Ooson** Highly Voted 1 year, 4 months ago

C.

Salesforce's criteria-based sharing rules allow you to share records based on field values. So, you can create a rule that shares all Accounts that match a certain segment value with the Sales Manager roles. This would give all Sales Managers Read access to all Accounts in the same segment, regardless of the country.

upvoted 15 times

**Rangya** Most Recent 9 months ago

Selected Answer: C

Owner-based will have criterion on owner records. Segment is a field on account hence we need criterion based SR.

upvoted 1 times

**jsosa5** 9 months, 3 weeks ago

Selected Answer: C

It is C, as what triggers the share is segment, which is criteria. It does not matter who owns the record.

upvoted 3 times

Question #33 *Topic 1*

A junior account manager owns an account and creates a new opportunity to manage a complex deal. She needs the help of the product specialist and solution engineer. Given the size of this deal, she knows the account is likely to be reassigned to a senior account manager in the near future.
What is the optimal way for the junior account manager to share the opportunity, given the private sharing model?

A. Manual share on the account

B. Opportunity Team

C. Create an owner-based sharing rule

D. Manual share on the opportunity

**Correct Answer:** *B*

Currently there are no comments in this discussion, be the first to comment!

Question #34 *Topic 1*

Sales managers at Universal Containers (UC) have requested viewing customer invoices in Salesforce. Invoice data is mastered in the ERP system. The architect at UC decided to surface the customer invoices in Salesforce using external objects and did the following:
Configured an external object called Invoice
Created a lookup relationship between account and the invoice
How can the architect grant the sales managers access to the customer invoices data?

A. By creating sharing rules to share the invoice records with users in sales manager roles.

B. By controlling the invoices object permissions on the sales manager's profile.

C. By using manual sharing to share invoices with relevant sales managers.

D. By creating a sharing set to share invoices with users in a sales manager role.

**Correct Answer:** *B*

Currently there are no comments in this discussion, be the first to comment!

Question #35 *Topic 1*

Universal Containers has a customer that meets criteria for two Enterprise Territory Management territories (Portugal and Southern Europe). What is necessary to assign opportunities to a territory for this account?

A. Create an Apex class that implements Filter-Based Opportunity Territory Assignment.

B. Create a criteria-based sharing rule on the Opportunity to assign it to a territory.

C. Create a Process Builder Process that updates the Territory field on the Opportunity.

D. The territory with the highest TerritoryType Priority is automatically assigned to the Opportunity.

**Suggested Answer:** *D*

**Ooson** Highly Voted 1 year, 4 months ago

A.

Enterprise Territory Management in Salesforce allows you to model your sales territories based on criteria such as geography, industry, product line, and more. By default, accounts are assigned to territories based on these criteria, but opportunities are not.

To assign opportunities to territories, you can use Apex to create a class that implements Filter-Based Opportunity Territory Assignment. This class can define custom logic to assign opportunities to the correct territories based on your business needs.

upvoted 7 times

**jakecpq** Most Recent 1 year, 1 month ago

A is correct

upvoted 3 times

**mqvia** 1 year, 1 month ago

Correct answer is A

upvoted 3 times

## Question #36

*Topic 1*

Universal Containers (UC) wants to reduce the amount of redundant leads entered into the system. UC also wants to ensure that leads are only edited/reassigned by the lead owner.
What organization-wide default (OWD) approach should be recommended to help UC implement these requirements?

A. Implement a Public Read Only/Transfer OWD on Lead.

B. Implement a Private OWD on Lead.

C. Implement a Public Read/Write OWD on Lead.

D. Implement a Public Read Only OWD on Lead.

**Suggested Answer:** *D*

*Community vote distribution*

D (100%)

**shippie** 2 months, 1 week ago

**Selected Answer: D**

Won't it be D, since if its public, people can see if the lead already exists before entering it and thus less redundant leads?

upvoted 3 times

**Rangya** 8 months, 4 weeks ago

Why is it not B, private OWD?

upvoted 1 times

**SerPer** 8 months, 2 weeks ago

it's b

upvoted 1 times

Question #37 *Topic 1*

Universal Containers uses person accounts to represent retail customers and business accounts to represent commercial customers. The Retail Sales team should not have access to commercial customers but have access to ALL retail customers.
With organization-wide default on Account set to Private, how might the architect meet these requirements?

A. Create a criteria-based sharing rule giving Retail Sales role access to Accounts of type PersonAccount.

B. Create an owner-based sharing rule on AccountContactRelation to grant access to all account contact roles records owned by retail sales reps.

C. Update Retail Sales profile to grant access to Person Account record type.

D. Give View All access for Accounts to the Retail Sales profile.

**Correct Answer:** *A*

Currently there are no comments in this discussion, be the first to comment!

Question #38 *Topic 1*

The sales managers in Japan have asked the sales manager in Australia to assist them with closing their deals.
How are these requirements achieved?

A. Create ownership-based sharing rule.

B. Use sharing set to give the sales manager access to the deals.

C. Assign the sales manager View All on the opportunity object.

D. Use opportunity teams to automatically add the sales manager as a team member.

**Suggested Answer:** *A*

*Community vote distribution*

A (67%) D (33%)

**Khmun** Highly Voted 1 year, 4 months ago

Selected Answer: A

I disagree, this should be A. In the Salesforce help article https://help.salesforce.com/s/articleView?id=sf.security_sharing_rule_types.htm&type=5
it states: 'An owner-based sharing rule opens access to records owned by certain users. For example, a company's sales managers need to see opportunities owned by sales managers in a different region. The U.S. sales manager could give the APAC sales manager access to the opportunities owned by the U.S. team using owner-based sharing.' This question is, therefore, a prime example of a use case for owner-based sharing rules.

upvoted 6 times

**nerdycute** 1 year, 1 month ago

As dumb as it sounds, the question (dumb for trying hard to be tricky in my opinion), is describing a group of Japanese Sales Managers needing help from one Autralian Sales Manager. Your answer would be technically be valid if a group of Users need to share records to another group of Users, hence, the answer here is D.

upvoted 9 times

**ughirgendwashalt** 1 year ago

lol... no words. Good explanation though. Sneaky question. This had me confused too

upvoted 1 times

**atyagibuff** 10 months ago

Wow totally missed that. I agree, I think if it was sales managerS then it would be A but in this case is D

upvoted 2 times

**bb0607978** Most Recent 8 months, 1 week ago

Selected Answer: D

...its only one sales manager from the Japan, not a whole group of managers

upvoted 1 times

**eiisiah** 10 months, 2 weeks ago

Selected Answer: D

nerdycute answer is correct

upvoted 2 times

**Nilesh_Nanda** 10 months, 3 weeks ago

I think the correct answer is D because, in this case, Australia may be added to by the Japan sales managers directly to help them without administrative setup support.

upvoted 2 times

Question #39 *Topic 1*

Universal Containers (UC) has recently changed its internal policy to follow market regulations and create an internal team to manage the collection process. Only this team should have access to Invoice records. Currently, Invoice is a child in a Master-Detail relationship to Account. Although related lists have been removed from the page layouts, some profiles still have access to the Invoice object.
Which approach should an architect recommend to fix this problem?

A. Change the Invoice organization-wide default from Controlled by Parent to Private and remove Invoice Access from the unauthorized profiles.

B. Create a new Profile with no access to the Invoice object and assign it to all unauthorized users.

C. Replace Account and Invoice Master-Detail Relationship by a Lookup and remove Invoice Access from the unauthorized profiles.

D. Create a Permission Set with No Access to the Invoice object and assign it to unauthorized users.

**Correct Answer:** *C*

Currently there are no comments in this discussion, be the first to comment!

Question #40 *Topic 1*

Universal Containers (UC) is in a legal dispute regarding several orders. UC has found out these records were removed from the system. The VP of Sales has asked to ensure this cannot happen in the future.
What approach would meet this requirement?

A. Remove Order Delete Permission from Profiles and Permission Sets.

B. Remove the Delete button from the Order Page Layout.

C. Change the Record Type/Page Layout assignment for Orders to be Read Only.

D. Implement a Sharing Rule that changes access for orders to Read.

**Correct Answer:** *A*

Currently there are no comments in this discussion, be the first to comment!

## Question #41 *Topic 1*

After testing and deploying a new trigger that creates a related order when an opportunity is closed, the Architect begins receiving complaints of permission error messages appearing when closing an opportunity.
How did this error occur?

A. The trigger handlers class does not use any sharing keywords and the user does not have access to the orders related to the opportunity.

B. The trigger handler class is using “with sharing” and the user does not have access to the orders related to the opportunity.

C. The trigger should be using RunAs() when creating the order.

D. Trigger is using IsCreateable() Apex method and the user doe not have create permission on the Order object.

**Suggested Answer:** *D*

*Community vote distribution*

D (75%) B (25%)

**roberto_ampl** Highly Voted 1 year, 4 months ago

Selected Answer: D

i think D is the answer, because A end B are equivalent, default sharing is "With Sharing", and old related order not impact the creation of new one.

upvoted 9 times

**mariella_88** Highly Voted 1 year, 3 months ago

I think D is the right answer. A and B are not relevant for the use case, because to create a new order it is not necessary to have access to already existing orders. And C it is just for test classes

upvoted 5 times

**6967185** Most Recent 4 months, 2 weeks ago

B. Since isCreateable() returns true if the field can be created by the current user, false otherwise. Unless I read this wrong, there is no mention of a "field" in this question.

upvoted 1 times

**Rangya** 8 months, 4 weeks ago

Selected Answer: B

If it's be D, User won't be getting a message.

upvoted 1 times

**Nilesh_Nanda** 10 months, 3 weeks ago

I think B is correct Because IsCreateable() just checks user access

upvoted 2 times

**LiberPolly** 1 year ago

Selected Answer: B

Don't think it is D, because if the trigger was using IsCreateable() to check for permissions before trying to create the Order, there shouldn't be any permission errors

upvoted 2 times

**syuan0321** 1 year, 3 months ago

B might be right. With out sharing ignores sharing rules is the default model for Apex class

upvoted 4 times

Question #42 *Topic 1*

A sales rep at Universal Containers (UC) is a member of the Default Opportunity team for an account manager. The account manager created an opportunity and the sales rep is added to that Opportunity team.
The sales rep is complaining about no longer having access to an opportunity record that the sales rep was helping with.
What is the cause of this problem?

A. The opportunity owner can enable/disable if the “Default Opportunity team” is able to access the record.

B. The Account team was changed and consequently the Opportunity team members were replaced by the Account team members.

C. The sales rep was manually removed from the Opportunity team.

D. The sales rep was removed from the Opportunity team in another opportunity record of the same account.

**Correct Answer:** *C*

Currently there are no comments in this discussion, be the first to comment!

Question #43 *Topic 1*

Universal Containers has built a recruiting application on the Salesforce Platform. HR requested that all internal users should have edit access to the Referral custom object. One of the recruiters needed to share a referral record with another colleague for collaboration using manual sharing. The recruiter opened the referral record and could not find the Share button.
What could be the technical reason for this?

A. The Referral object OWD is Public Read Only.

B. The Referral object OWD is Private.

C. The Referral object OWD is Public Full Access.

D. The Referral object OWD is Public Read/Write.

**Correct Answer:** *D*

Currently there are no comments in this discussion, be the first to comment!

Question #44 *Topic 1*

Universal Containers (UC) has 600 sales reps. UC has a rollout plan to deploy Salesforce in 3 weeks. At the end of the second week, they received a "User Role Limit Exceeded" error. After investigation they discovered that during the User provisioning process, a new role was generated for every new user.
Which two recommendations could solve this problem? (Choose two.)

A. Remove Role hierarchy from Salesforce org and control the record access using APEX managed sharing.

B. Contact Salesforce support and request to increase the number of user roles allowed.

C. Review the user provisioning process to not automatically create a user role for any new user.

D. Create an APEX class to replace the User Roles by a generic one as soon as they are created.

**Correct Answer:** *BC*

Currently there are no comments in this discussion, be the first to comment!

Question #45 *Topic 1*

Which two capabilities does the delegated administrator permission provide? (Choose two.)

A. Create profiles.

B. Set OWD.

C. Assign users to profiles.

D. Unlock users.

**Correct Answer:** *CD*

Currently there are no comments in this discussion, be the first to comment!

Question #46 *Topic 1*

Universal Containers (UC) has 200 distributors that use Partner Community licenses. Partners cannot see each other's data, but UC is also trying to give more visibility to data for certain individuals at a distributor.
Which scalable solution would an architect recommend that will give users in the partner manager role access to all Case and Container records owned by other partner managers and partner users (but not the partner executive) at the same distributor?

A. Create sharing sets.

B. Create a permission set granting the View All permission to Case and Container records.

C. Create ownership-based sharing rules for your distributors.

D. Give Super User permission to the partner manager users.

**Correct Answer:** *D*

Currently there are no comments in this discussion, be the first to comment!

Question #47 *Topic 1*

In order to allow community users to collaborate on Opportunities, which license type must the users be given?

A. Customer Community Plus

B. Partner Community

C. Customer Community

D. Sales Community

**Correct Answer:** *B*

Currently there are no comments in this discussion, be the first to comment!

Question #48 *Topic 1*

To grant Universal Containers sales managers access to shipment records properly, it was necessary to leverage Apex managed sharing. The IT team is worried about improper access to records.
Which two features and best practices should a Salesforce architect recommend to mitigate this risk? (Choose two.)

A. Use isShareable keyword in Apex classes to assure record visibility will be followed.

B. Use runAs system method in test classes to test using different users and profiles.

C. Use With Sharing keyword in Apex classes to assure record visibility will be followed.

D. Use isAccessible keyword in Apex classes to assure record visibility will be followed.

**Correct Answer:** *BC*

Currently there are no comments in this discussion, be the first to comment!