

Salesforce

Exam Questions Sharing-and-Visibility-Designer

Salesforce Certified Sharing and Visibility Designer (SP19)



NEW QUESTION 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. Give View All access for Accounts to the Retail Sales profile.
- B. Update Retail Sales profile to grant access to Person Account record type.
- C. Create an owner-based sharing rule on AccountContactRelation to grant access to at account contact roles records owned by sales reps.
- D. Create a criteria-based sharing rule giving Retail Sales role access to Accounts of type PersonAccount.

Answer: D

NEW QUESTION 2

What is the best practice for testing sharing and visibility changes?

- A. Use Administrative and User reports to view the Active Users.
- B. Use the Login As feature for a sample user in each role and profile.
- C. Use Field Audit Trail to audit the field meta-data and visibility.
- D. Use the Sharing button to test Profile and Permission set changes.

Answer: B

NEW QUESTION 3

Sales managers at Universal Containers (UC) have requested viewing customer invoices in Salesforce .. system. The architect at UC decided to surface the customer invoices in Salesforce using external objects a.. 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 a sharing set a share invoice with users in a sales manager role.
- B. By using manual sharing to share invoices with relevant sales managers.
- C. By creating sharing rules to share the invoice records with users in sales manager roles.
- D. By controlling the invoices object permission on the sales manager's profile.

Answer: D

NEW QUESTION 4

The Architect notices that there are many duplicate Account records and numerous sharing rules created in Salesforce. What would be the reason?

- A. The Organization-Wide Default for the Account object is Private.
- B. The Organization-Wide Default for the Account object is Public Read/Write.
- C. The Organization-Wide Default for the Account object is Public Read-Only.
- D. The Object permissions for the Account object are Create, Read, and Edit.

Answer: A

NEW QUESTION 5

Universal container (UC) use External Object to retrieve Invoice data from a Legacy ERP. A finance team requested to have access to the Invoice records in the account page.

In addition to objects access in the finance users profile, what other feature should a Sales Architect recommend?

- A. Create a criteria-based sharing rule to grant access to the records.
- B. Include the Invoice Related List On Account Page layout.
- C. Create an owner-based sharing rule to grant access to the records.
- D. Use APEX managed sharing to grant access to the records.

Answer: D

NEW QUESTION 6

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

Answer: CDE

NEW QUESTION 7

Susan posts a file to the Chatter feed for a record of an object.

Which two statements accurately describe who can view the file by default?

- A. Susan and users with a shared Chatter post for the file.
- B. Susan and users with the View all Data permission.
- C. Susan and users with access to the record.

D. Susan only

Answer: BC

NEW QUESTION 8

Universal Containers (UC) implemented Sales Cloud and requested that sales agents have access to products the company sells and be able to create opportunities for its customers.

What should the Organization-Wide Defaults (OWD) be for pricebook?

- A. Public Read Only
- B. Public Read Write
- C. View
- D. Use

Answer: D

NEW QUESTION 9

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.

Answer: B

NEW QUESTION 10

Which two options are available to share a Report or Dashboard folder with other users in the Organization? Choose 2 answers

- A. Profiles
- B. Public Groups
- C. Roles
- D. Teams

Answer: BC

NEW QUESTION 10

Universal Containers has the following requirements:

- * The Commercial Account and Consumer Account support departments should not collaborate.
- * The Commercial and Consumer sales users roll up to the same VP of Sales, but there should be no collaboration between sales departments.
- * The Commercial sales department should share its customers with the Commercial support department.
- * The Consumer sales department shares its customers with the Consumer support department.
- * The Commercial and Consumer support departments roll up to the same Support Director.
- * The sales departments will remain the Account Owner for the Accounts that they sell to. What is the recommended Org-Wide Sharing Default for Accounts, and how would the Architect enable proper Commercial and Consumer Sales to Support Account Sharing for this scenario?

- A. Private Account Sharing with Sharing Rules from Commercial Sales Role(s) to Consumer Support Role(s) and Consumer Sales Role(s) to Commercial Support Role(s).
- B. Private Account Sharing with Sharing Rules from Commercial support Role(s) to Commercial Support Role(s) and Consumer Sales Role(s) to Consumer Support Role(s).
- C. Read-Only Account Sharing with Sharing Rules from Commercial Sales Role(s) to Consumer Support Group(s) and Consumer Sales Role(s) to Commercial Support Groups(s).
- D. Private Account Sharing with Sharing Rules from Commercial Sales Group(s) to Commercial Support Groups(s) and Consumer Sales Group(s) to Consumer Support Group(s).

Answer: D

NEW QUESTION 13

Universal Containers has selected a small and diverse group of users to review Inactive accounts. Given the Private sharing model, a public group was created and made available to this group of users. A sharing rule was created to make inactive Accounts visible to the public group. However some of these users are reporting they don't see any of the Accounts that were shared with the public group. what is the underlying Issue for these users?

- A. The users are In profiles that have no access to the Account object.
- B. The page layout assigned to these mart to different than the Account owner
- C. The users have a permission set that only allow Accounts in "Active' status.
- D. The Accounts ire owned by users higher In the role hierarchy.

Answer: A

NEW QUESTION 18

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

- A. Use sharing set to give the sales manager access to the deals.
- B. Create ownership-based sharing rule.
- C. Use opportunity teams to automatically add the sales manager as a team member.
- D. Assign the sales manager View All on the opportunity object.

Answer: B

NEW QUESTION 21

By Viewer Access you can see the data in a report or dashboard, but you can't make any changes, except by cloning it into a new report or dashboard.

- A. True
- B. False

Answer: A

NEW QUESTION 22

Universal Containers has a custom Job object with a private sharing model. Based on the size and location of the Job, different teams must have access to edit the specific Job record. To support this requirement, Apex Managed Sharing has been implemented to share records with the required users. Since the teams change frequently, managed sharing recalculations need to be manually run frequently. What can the Architect do to optimize this process?

- A. Change the sharing model on the Job object to Public Read/Write.
- B. Create a scheduled job to automatically run the sharing recalculations on a nightly basis.
- C. Create public groups for each team, and share the jobs with the groups instead of users.
- D. Create a custom Visualforce page to edit the jobs and specify Without Sharing on the controller.

Answer: C

NEW QUESTION 24

In order to allow community users to collaborate on Opportunities, which license type must the users.

- A. Sales Community
- B. Customer Community
- C. Partner Community
- D. Customer Community plus

Answer: C

NEW QUESTION 28

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

- A. Sales Cloud
- B. Customer Community Plus
- C. Partner Community
- D. Customer Community

Answer: C

NEW QUESTION 29

Universal Containers, a global corporation of 50,000 users, has a 24x7 call center operated by 20,000 users that includes employees and contractors. Their sales organization is 10,000 strong and they started processing about 100,000 updates to opportunity custom fields called Priority and NextStep. They also started processing 20,000 updates to a highly nested territory hierarchy. There was a third mass update on a Next Step field on the Action Plan custom object that has Case as a lookup field. Users started seeing a Group membership lock error in the system. What is a probable cause for this error?

- A. Lock contention due to system-initiated sharing rule recalculation
- B. Lock contention on Case records because of Action Plan custom object updates.
- C. Lock contention on Territory object because of Territory object updates.
- D. Lock contention on Account records because of Opportunity object updates.

Answer: A

NEW QUESTION 32

How would you make sure Visualforce page is security proof? Choose 3 answers

- A. Manually check for cross site
- B. Manually check for sql injection
- C. Submit to force security scanner
- D. Use web application tool for security
- E. Use debug to check hijacked requests

Answer: CDE

NEW QUESTION 37

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.

Answer: B

NEW QUESTION 39

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

- A. Create a specific Sharing Reason for the custom object.
- B. Use "runAS" system method in Apex classes to enforce record visibility.
- C. Create a new record in _Share object with RowCause "Manual"
- D. Use "With Sharing" keyword to make sure record visibility will be considered

Answer: A

NEW QUESTION 43

The Finance team at Universal Containers usually does not need access to Account and Contract records A .. given Opportunity access for a big deal to help with tax calculation. She can now also access Account and C..

Which two reasons could be causing this issue? Choose 2 answers

- A. Contact records can be accessed due to implicit sharing from Account.
- B. Account records can be accessed due to implicit sharing from Opportunity.
- C. Contact records can be accessed due to implicit sharing from Opportunity.
- D. Account records can be access due to role hierarchy.

Answer: AB

NEW QUESTION 46

A Visualforce controller has a requirement to be written with "Without Sharing" at the top level; however, certain methods within the page still need to enforce the user permissions for creating records and accessing certain fields. Which two methods below would be used to enforce this requirements?

Choose 2 answers.

- A. Schema.DescribeFieldResult
- B. Schema.getGlobalDescribe
- C. UserInfo.getProfileID
- D. Schema.DescribeSObjectResult

Answer: AD

NEW QUESTION 48

For the Universal Containers Commercial and Consumer support departments, having access to Activities for Contacts with which they interact is important. Commercial support users should not see Consumer Accounts/Contacts and Consumer support users should not see Commercial Accounts/Contacts. Assuming the Organization-Wide Default for Activities is set to "Controlled by Parent" what is the minimum level of Sharing access a support user would need to Accounts/Contacts to view associated Activities?

- A. Private Account/Contact Sharing Default with a Sharing Rule for each department set to Public Read/Write access to Accounts/Contacts.
- B. Private Account/Contact Sharing Default with a Sharing Rule for each department set to Private access to Accounts/Contacts.
- C. The users need no access to Accounts/Contacts with the proper Activity Sharing Rules and Profile Permissions for the Accounts Tab.
- D. Private Account/Contact Sharing Default with a Sharing Rule for each department set to Public Read only access to Accounts/Contacts.

Answer: D

NEW QUESTION 52

Universal Containers has a custom object to maintain Job information with a private sharing model. The Delivery group is distributed through the Role Hierarchy based on geography. As the Delivery group often collaborates on Jobs, all users in the Delivery profile required View access to all Job records. In special case, the Delivery user who owns a job must be able to grant a Product Development user access to a Job record. Which two platform features can be used to support these requirements?

Choose 2 answers

- A. Criteria-based Sharing Rules
- B. "View All" Profile settings
- C. Owner-based Sharing Rules
- D. Manual Sharing

Answer: BD

NEW QUESTION 54

Universal Containers has set Account Sharing to Private with Account Teams enabled. Which two user groups can add team members on the Account? Choose 2 answers

- A. The current Account Owner can add team members.
- B. The user specified as the Manager on the Owner's User record
- C. Someone above the Account Owner in the Role Hierarchy with read access
- D. Any Account Team Member with read access on the Account

Answer: C

NEW QUESTION 57

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 stills have access to the invoice object.

Which approach should an architect recommend to fix this problem?

- A. Create a new Profile with no access to the Invoice object and assign it to all unauthorized users.
- B. Create a Permission Set with No Access to the Invoice object and assign it to unauthorized users.
- C. Replace Account and Invoice Master Detail Relationship by a Lookup and remove Invoice Access from the unauthorized profiles,
- D. Change the Invoice organization-wide default from Controlled by Parent to Private and remove invoice access from the unauthorized

Answer: D

NEW QUESTION 58

Universal Containers (UC) operates worldwide with offices in more than 100 regions in 10 different countries and has established a very complex role hierarchy to control data visibility. In the new fiscal year UC is planning to reorganize the roles and reassign accounts owners.

Which three features could an architect recommend to avoid problems on this operation? Choose 3 answers

- A. Partition data using Divisions
- B. Deferred Sharing Recalculation
- C. Parallel Sharing Rule recalculation
- D. Skinny table
- E. Granular Locking

Answer: BCE

NEW QUESTION 62

Universal Containers (UC) sales managers are complaining that they cannot access their teams' Shipment records (a custom object). Initially, the admin suggested that this it happening due to misconfigured role hierarchy (Shipment OWD is Private). After investigation, they determined the role hierarchy for these users is correct.

What can be the reason why Universal Containers sales managers are not able to see Shipment records?

- A. The Grant Access Using hierarchies option on Shipment Sharing Settings was incorrectly disabled by the Salesforce admin.
- B. Role hierarchy Implicit sharing was Incorrectly disabled by the Salesforce adman.
- C. Ownership-based sharing rule for Shipment was Incorrectly disabled by the Salesforce admin.
- D. Sales managers have only the Read permission on the Shipment object and should not be able to edit their team records.

Answer: A

NEW QUESTION 63

Universal Containers has two custom objects: Job and Job Interview. The Job Interview object has a lookup relationship to Job. Both objects are set to Private in sharing settings. The HR team will own all Job and Job Interview records. They have asked their Salesforce Architect to automatically share the Job Interview when the Interviewer (lookup to user record) has been populated. The interviewer can be from any department. What method should the Architect use to achieve this requirement?

- A. Build apex Managed Sharing code to share Job Interview with the Interviewer user
- B. Build a criteria-based sharing rule between the Job Interview and the Interviewer
- C. Build a standard sharing rule between Job Interview and the Interviewer
- D. Build a workflow email notification to notify the interviewer of the record assignment

Answer: A

NEW QUESTION 67

Universal Containers has set the Org-Wide Sharing Default for Accounts to Private and has created some sharing rules to extend access based on certain data access policies. An architect has been asked to review access to a certain set of key customer accounts. How might this review be conducted?

- A. Export the Account Share table and review.
- B. Run a Report on Sharing in the Admin Console.
- C. Log in as each user and Run the All Accounts List View.
- D. Use the Sharing button on each customer Account.

Answer: A

NEW QUESTION 69

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. Disable Grant Access Using Hierarchies and set an Owner-Based Sharing rule for Strategic Deals team.
- C. Proposal Owner set to the Strategic Deals Team Queue and create an owner-based sharing rule to grant visibility to the Account owner
- D. Disable Grant Access Using Hierarchies and set a Criteria-Based Sharing rule for Strategic Deals team.

Answer: D

NEW QUESTION 74

Universal Containers is implementing a community of High-Volume Community users. Community users should be able to see records associated to their Account or Contact record. The Architect is planning to use a Sharing Set to provide access to the records. When setting up the Sharing Set, certain objects are not available in the list of Available Objects. Which two reasons explain why an object is excluded from the list of Available Objects in a Sharing Set?

- A. The object is a custom object, and therefore not available for a sharing set.
- B. The object's Organization-Wide sharing setting is set to Public Read/Write.
- C. The object's Organization-Wide sharing setting is set to Private.
- D. The custom object does not have a lookup to Accounts or Contacts.

Answer: BD

NEW QUESTION 79

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.

Answer: A

NEW QUESTION 82

After setting up Customer Community and enable collaboration, the architect realizes that customers are only Chatter posts from other customers in their account. What should the architect do to allow viewing chatter posts from all customers?

- A. Enable Community User Visibility.
- B. Set View AH for Chatter posts.
- C. Enable Chatter Super User.
- D. Enable Internal Users Visibility.

Answer: B

NEW QUESTION 85

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

- A. No access
- B. Read/Create/Edit access
- C. Read/Create access
- D. Read-only access

Answer: D

NEW QUESTION 86

Universal Containers uses person accounts to represent retail customers and business to represent 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 an owner-based sharing rule on AccountContactRelation to grant access to all account contact reps.
- B. Update Retail Sales profile to grant access to Person Account record type.
- C. Create a criteria-based sharing rule giving Retail Sales role access to Accounts of type PersonAccount
- D. Give view All access for Accounts to the Retail Sales profile.

Answer: C

NEW QUESTION 89

What can be done in Profile which is not in Permission Set

- A. Login Hours, Page Layout assignment

Answer: A

NEW QUESTION 93

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.

Answer: ABD

NEW QUESTION 95

Which three areas should the Architect review in order to increase performance of "Record Access" and "Sharing" calculations?
Choose 3 answers.

- A. Custom Object data, to ensure that no Account has more than 10,000 Custom Objects that look up to it.
- B. Opportunity data, to ensure that no Account has more than 10,000 Opportunity records that are related to it.
- C. Record ownership, to ensure that no user owns more than 10,000 Object records in the system.
- D. Apex Managed Sharing triggers, to ensure that no trigger is querying more than 10,000 Object records.

Answer: ABC

NEW QUESTION 98

Universal Containers has junction object called "Job Production Facility", with 2 master-detail relationships to the Job and Production Facility custom objects. Both master records have a private sharing model.

What statement is true if a user's profile allows access (Create/Read) to the Job, but no access to the Production Facility Object?

- A. The user will be granted read access to the Production Facility record
- B. The user will see the junction object and the link to the Production Facility.
- C. The user will see the junction object but not the link to the Production Facility.
- D. The user will not be able to see the junction object records or the field values.

Answer: D

NEW QUESTION 102

Which are two valid use cases for programmatic sharing? Choose 2 answers.

- A. An external system manages user record access.
- B. Frequent user ownership changes based on re-alignments.
- C. Native sharing functionality does not meet requirements.
- D. Setting user ownership for standard and custom objects.

Answer: AC

NEW QUESTION 105

Which three advanced tools can Salesforce enable for large-scale role hierarchy realignments in organizations with large data volumes?
Choose 3 answers.

- A. Partitioning by Divisions
- B. Granular Locking
- C. Parallel Sharing Rule Recalculation
- D. Deferred Sharing Calculation
- E. Skinny Table Indexing

Answer: ADE

NEW QUESTION 107

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 ...> Direct of sales ...> Sales Manager ...> Sales Reps

What is the main problem a Salesforce Architect will face to provide a solution?

- A. Partner Community does not support Role Hierarchy.
- B. Partner User Roles are limited to three levels.
- C. The Channel manager Role can not be shared with Partner Community.
- D. Super User does not work in Partner Community

Answer: B

NEW QUESTION 112

After testing and deploying a new trigger that creates a related order when a 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 should be using RunAs() when creating the order.
- B. Trigger is using IsCreateable() Apex method and the user doesn't have create permission on the Order object.
- C. The trigger handlers class does not use any sharing keywords and the user does not have access to the orders related to the opportunity.
- D. The trigger handler class is using "with sharing" and the user does not have access to the order related to the opportunity.

Answer: D

NEW QUESTION 114

The architect at Universal Containers would like to prevent users from editing encrypted fields. Assuming no customizations are implemented, which two options should the Architect choose to support the requirement?

Choose 2 answers

- A. Validation Rules
- B. Page Layout settings
- C. Apex Triggers

D. Workflow Rules

Answer: AB

NEW QUESTION 119

Universal Containers is updating its Organization-Wide Sharing Settings for the Account Object from a "Public Read/Write" model to a "Private" model, so that they can hide certain national accounts from sales reps and sales managers. These national accounts should only be accessible by sales directors and above. Universal Container's Role Hierarchy matches its organizational hierarchy. Which two options should the Architect consider when designing the solution? Choose 2 answers

- A. Sales directors will need a sharing rule created so that they can see accounts owned by Sales Users.
- B. National accounts must be owned by a user who is above the sales managers in the Role Hierarchy.
- C. Apex managed sharing will have to be disabled for the account object to protect the national accounts.
- D. If a sales rep is added to the Opportunity Team for a national account, they will gain access to account data.

Answer: BD

NEW QUESTION 121

Universal Containers has created a Reimbursement Custom Object to capture requests for reimbursement of expenses related to office supplies. The Reimbursement requests are sometimes sensitive and the Team Leads should not have access to the Reimbursement records submitted by the Users in the Call Center Agent role. The Director of Support will require access to all Reimbursement records. The role hierarchy is set as follows: Call Center Agent role reports to Team Lead role, which Reports to the Director of Support. Which steps would the Architect take to ensure proper sharing in this Role Hierarchy structure assuming Private Sharing Setting for the Reimbursement Object?

- A. Leave the Reimbursement Object in "Deployed" Status and set the Director of Supports Profile to "View All" in the object permissions.
- B. Use an Approval Process to change the owner of the Reimbursement record upon submission to the Director of Support
- C. Disable Grant Access Using Hierarchies for the Object and create a Sharing Rule to enable sharing to the Director of Support
- D. The sharing scenario described will occur without any special configuration choices being made by the Architect

Answer: C

NEW QUESTION 124

If you want to create some logic that will share certain records in APEX code, you just have to create special records that will open access to the desired records. The aim is to create records of certain type, for example , all share objects for custom objects are named as

- A. MyCustomObject_Share

Answer: A

NEW QUESTION 129

What is the security vulnerability in the following code snippet? <apex:form>

<apex:commandButtonrerender="outputIt" value="Update It"/> <apex:inputText value="{!myTextField}"/>

<apex:form> <apex:outputPanel id="outputIt"> Value of my Textfield is <apex:outputText Value="{!myTextField}" escape="false"/> <apex:outputPanel>

- A. SOQL Injection
- B. Arbitrary Redirects
- C. Cross-Site Scripting
- D. Access Control

Answer: C

NEW QUESTION 130

Which features does Salesforce provide for restricting login access to the application? Choose 2 answers.

- A. Profile-based login hour restrictions
- B. Role-based IP restrictions
- C. Organization-wide login hour restrictions
- D. Profile-based IP restrictions

Answer: AD

NEW QUESTION 133

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 a criteria-based sharing rule on the Opportunity to assign It to a territory.
- B. Create a Process Builder Process that updates the Territory field on the Opportunity
- C. The territory with the highest Territory Type Priority is automatically assigned to the Opportunity
- D. Create an Apex class that implemen
- E. Filter-Based Opportunity Territory Assignment

Answer: D

NEW QUESTION 138

Which users have access to Opportunity records owned by an external user, assuming no other changes to the sharing model have been implemented?

- A. The record owner and any user above the external user in the role hierarchy.
- B. The record owner only.
- C. The record owner and any user below the external user in the role hierarchy.
- D. The record owner and all internal users.

Answer: A

NEW QUESTION 141

Universal Container (UC) is in a legal dispute regarding several orders. UC has found out these records 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. Implement a Sharing Rule that changes access for order to Read.
- C. Remove the Delete button from the Order Page Layout.
- D. Change the Record Type/Page Layout assignment for orders to be Read Only.

Answer: AD

NEW QUESTION 146

Universal Containers (UC) tuned off the Customer User Visibility feature in its Customer Community. What community functionality is expected by having the Customer User Visibility tuned off?

- A. Creating new Customer community users.
- B. Updating their user profile.
- C. Searching for other external users.
- D. Search for internal users.

Answer: C

NEW QUESTION 147

Universal Containers does not want the Users in the Custom Sales Department Profile to be able to delete Opportunities. How would the Architect prevent a certain set of users from deleting Opportunities?

- A. Remove the Delete button from the Opportunity Page Layout and Record Type settings.
- B. Create a Validation Rule that checks the User's Profile before allowing the Is Deleted flag to be set to True.
- C. Override the Standard button with a Visualforce Page that warns them that they do not have permission to delete.
- D. Remove the "Opportunity Delete" Permission from the Sales Team's User Profile in the Object Permissions.

Answer: D

NEW QUESTION 149

An External Object is created to show Invoices from an external accounting system. When viewing the External Object, a user should only access invoice records the user is authorized to see.

What two actions are required to achieve the above requirement? Choose 2 answers

- A. Setup External Object to use OAuth to connect to the Accounting system.
- B. Create an owner based sharing rule to grant visibility to the Invoice object.
- C. Restrict access to data in the accounting system.
- D. Grant access to the External Object to only the Account Manager profile.

Answer: AD

NEW QUESTION 153

Universal Container is a global Telco that has recently implemented enterprise territory management to better align their sales teams and sales processes. They are in Q4 of the FY and they have completely revamped their territory structure and created a plan for a new structure that would support the new FY. Their current territory model has 8k territories. Their new model would be a new set of 8,5K territories, and their org limit is 10k.

What enterprise territory management feature can UC take advantage of in order to help them stay within their org limits?

- A. Territory type priority
- B. Territory Type
- C. Territory Model State
- D. Territory Hierarchy

Answer: C

NEW QUESTION 157

.....

Thank You for Trying Our Product

We offer two products:

1st - We have Practice Tests Software with Actual Exam Questions

2nd - Questions and Answers in PDF Format

Sharing-and-Visibility-Designer Practice Exam Features:

- * Sharing-and-Visibility-Designer Questions and Answers Updated Frequently
- * Sharing-and-Visibility-Designer Practice Questions Verified by Expert Senior Certified Staff
- * Sharing-and-Visibility-Designer Most Realistic Questions that Guarantee you a Pass on Your First Try
- * Sharing-and-Visibility-Designer Practice Test Questions in Multiple Choice Formats and Updates for 1 Year

100% Actual & Verified — Instant Download, Please Click
[Order The Sharing-and-Visibility-Designer Practice Test Here](#)