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**Salesforce Sharing-and-Visibility-Architect Exam Syllabus**  
**Topics:**

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li>Given a scenario that involves user sharing</li> <li>Describe how files are shared and stored in Salesforce</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>Describe the methods of restricting file sharing and visibility</li> <li>Demonstrate how views and filters can be configured for different groups using sets of user security features</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>Demonstrate how to properly enforce Object and Field level permissions when designing Programmatic Solutions</li> <li>Given a particular complex scenario, set up roles</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>Design and configuration of the sharing and security model</li> <li>Design and configuration of the sharing and security model</li> </ul>

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## Salesforce Certified Sharing and Visibility Architect Sample Questions (Q63-Q68):

### NEW QUESTION # 63

At Universal Containers, there's a team of auditors distributed throughout the organization that all need access to high-value opportunities.

With a Private sharing model, which option should an architect recommend when designing a solution for this requirement?

- A. Create a criteria-based sharing rule to grant a public group access to high-value opportunities.
- B. Add the auditors to the default Opportunity Team.
- C. Put the auditors at the highest level of the Role Hierarchy.

**Answer: A**

Explanation:

With a private sharing model, a criteria-based sharing rule is the most effective way to grant auditors access to specific records like high-value opportunities. Criteria-based sharing rules allow records to be shared with a public group based on defined criteria (e.g., Opportunity Amount > \$50,000).

\* Option A (Correct): Sharing rules are scalable and do not require reconfiguration of the Role Hierarchy or default Opportunity Teams.

\* Option B: Adding auditors to the default Opportunity Team is inefficient and impractical, as it applies to specific opportunities manually, not automatically for high-value opportunities.

\* Option C: Placing auditors at the highest level of the Role Hierarchy grants them excessive access to all opportunities, not just high-value ones, violating the principle of least privilege.

Criteria-Based Sharing Rules

### NEW QUESTION # 64

What should an 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. Create a new record in \_Share object with RowCause "Manual".
- B. Create a specific Apex Sharing Reason for the custom object.
- C. Use "With Sharing" keyword to make sure record visibility will be considered.

**Answer: B**

Explanation:

When Apex-managed sharing is used to grant access to records, changes to the record owner do not affect the existing shared records if a custom Apex Sharing Reason is created. The sharing reason allows the sharing record to remain independent of the ownership changes, ensuring persistent access for users who were granted visibility through Apex.

\* Option A: The "With Sharing" keyword only enforces the sharing rules when executing the Apex code but does not ensure persistence of shared access.

\* Option B: Creating a new manual sharing record directly is not recommended because manual sharing is automatically deleted when ownership changes.

\* Option C (Correct): A custom Apex Sharing Reason allows the architect to maintain explicit sharing logic, avoiding access loss during ownership changes.

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Apex Sharing Reasons

### NEW QUESTION # 65

Below are some details regarding the organization at Universal containers:

1. Richard and Kevin are the east sales reps and their manager is Karen the East sales executive.
2. Sam and Wilder are West sales reps and the manager is Wendy, the West sales executive.

3. Bob is the CEO and managers both Karen and Wendy

Universal containers role hierarchy follows their management structure. Richard owns an account, NewCompany, and Kevin owns an account, OldCompany. Karen manually shared her account NewWorld with Kevin. However, she has moved to a new role to lead all Named Accounts, and Phil, who replaced her, is the new owner of NewWorld. Which employees will have access to the NewWorld account?

- A. Bob, Phil and Kevin
- **B. Bob and Phil**
- C. Bob, Karen and Kevin
- D. Bob, Richard, Phil and Kevin

**Answer: B**

Explanation:

Explanation

The employees who will have access to the NewWorld account are A, Bob and Phil. Bob will have access because he is above Phil in the role hierarchy, and Phil will have access because he is the new owner of the account. Richard and Kevin will not have access because they are not related to Phil by role or account team, and Karen will not have access because she has moved to a new role and lost her manual sharing access.

#### **NEW QUESTION # 66**

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

- **A. Integration with Collaborative Forecasting**
- **B. Assignment of Territory on Opportunities**
- C. Create a public group with Territory
- D. Share a report or dashboard folder with a Territory
- **E. Metadata API Support**

**Answer: A,B,E**

#### **NEW QUESTION # 67**

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. Opportunity Team**
- B. Manual share on the opportunity
- C. Manual share on the account

**Answer: A**

Explanation:

The Opportunity Team feature is the most effective way to collaborate on an opportunity in a private sharing model. By adding the product specialist and solution engineer to the Opportunity Team, the junior account manager can share specific permissions for the opportunity without altering ownership. Additionally, Opportunity Team settings remain intact even if the account ownership changes to a senior manager.

\* Option A: Manual sharing is less flexible and requires re-sharing if the account is reassigned.

\* Option B: Sharing the account doesn't ensure access to opportunities since sharing is record-specific in a private model.

\* Option C (Correct): Opportunity Teams allow role-based collaboration and persistent sharing, ensuring access is unaffected by ownership changes.

References:

\* Opportunity Team Overview

#### **NEW QUESTION # 68**

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