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## Salesforce Certified Platform Sharing and Visibility Architect Sample Questions (Q64-Q69):

### NEW QUESTION # 64

Universal Containers (UC) has created a custom Invoice object. Standard sales users at UC can see the records in search layout, but when they click to view the detail, only record name, created date, and last modified date are shown. When the system admin accesses it, he or she sees the full record detail with many more data fields.

What is the likely cause of this issue?

- A. The page layout assigned to Sales User profile has only Read-Only access to the fields.
- B. A role-based sharing rule is missing and should be added for the sales user's role to grant access to the fields.
- **C. The Sales Users profile does not have access to the remaining fields.**

**Answer: C**

#### **NEW QUESTION # 65**

Universal Containers (UC) uses a custom Lightning component with an Apex class to display shipment information (custom object, Private organization-wide default). 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 feature did the development team miss that is causing the problems?

- A. Use isShareable keyword in Apex classes to assure record visibility.
- **B. Use isAccessible() method in Apex classes to check field accessibility.**
- C. Use runAs in test class to enforce user permissions and field level permissions.

**Answer: B**

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

Universal Containers implemented Sales Cloud and requested that sales agents have access to products and prices the company sells, and to be able to create opportunities for its customers. What should the organization-wide defaults be for pricebook?

- A. View
- B. Public Read-Only
- **C. Use**

**Answer: C**

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

Besides their own team accounts, sales managers at Universal Containers (UC) need 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 U.S. is complaining that he cannot view account records of the same segment in Canada. What should UC do to grant access properly?

- **A. Create an owner-based sharing rule to grant access to account records, that have the same segment, to all sales manager roles.**
- B. Change the Role Hierarchy and put all the sales managers in the U.S. and Canada in the same role.
- C. Create a public group and include all accounts of the same segment, and then grant access with a permission set.

**Answer: A**

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

Sales reps at Universal Containers (UC) complain about the manual activities they need to perform in order to grant access to supporting internal users (legal, engineering, finance, etc.) for customer records when they need help. In general, the sales reps involved in the deals will not change.

How should an architect help UC improve sales reps' productivity?

- **A. Leverage default Account team**
- B. Create a permission set with View All Data and assign to supporting users.
- C. Create a criteria based sharing rule to grant access to other users.

**Answer: A**

## NEW QUESTION # 69

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