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Salesforce Certified Platform Sharing and Visibility Architect Sample Questions (Q14-Q19):

NEW QUESTION # 14

Universal Containers implemented Sales Cloud and requested that only certain branch staff trained to sell high-risk products can create opportunities for high-risk products.

How should an architect allow only specific branch staff to sell high-risk products?

- A. Set the price book OWD to View Only and share the (High Risk) price book with the trained staff via a sharing rule.
- B. Set the price book OWD to View Only and share the (High Risk) price book with the trained staff via manual sharing.
- C. Set the price book organization-wide default (OWD) to View Only and share the price book (High Risk) with the trained staff.

Answer: C

NEW QUESTION # 15

The corporate identity and access team needs to audit User setup in the Salesforce org.

Which permission should be granted to this team so they can perform their audit?

- A. View All Users
- B. View permission on the User object
- C. View All Data

Answer: A

NEW QUESTION # 16

The sales managers at Universal Containers 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 associates should only get the following permissions: 1. Read access to the accounts. 2. Read access to cases related to the accounts. 3. 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 should 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 and Case teams. No configuration required for the Opportunity object.
- C. Use Account teams and sharing rules to share cases with sales associates. No change required to the Opportunity object.

Answer: A

NEW QUESTION # 17

Dreamforce presenters need to be able to edit their presentation details (summary, presenter biographies, etc) on a private custom object in Salesforce (Presentation). All presenters for a presentation are captured on a Presenters junction object between Presenter and User.

How can this be accomplished?

- A. Trigger on Presenter junction object that adds the user to the Sales Team for the Presentation record.
- **B. Trigger on Presenter junction object that uses Apex Managed sharing to add or remove access to the related Presentation record.**
- C. Give Edit rights to the Presentation record via a Permission set that is given to the Presenters for a record.

Answer: B

NEW QUESTION # 18

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

Answer: B

NEW QUESTION # 19

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