

# Certification Sharing-and-Visibility-Architect Test Questions & Relevant Sharing-and-Visibility-Architect Answers



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To prepare for the Salesforce Sharing-and-Visibility-Architect Certification Exam, you should have a solid understanding of Salesforce security and access control concepts, as well as experience designing and implementing sharing and visibility solutions in Salesforce. You can also take advantage of the numerous resources provided by Salesforce, including training courses, study guides, practice exams, and online communities.

Salesforce Sharing-and-Visibility-Architect (Salesforce Certified Sharing and Visibility Architect) Exam is designed for professionals who specialize in designing and implementing complex sharing and visibility solutions in Salesforce. Salesforce Certified Sharing and Visibility Architect certification is recognized as the highest level of expertise in the field of Salesforce sharing and visibility, and it is specifically designed to validate the skills and knowledge required to design and implement enterprise-level sharing and visibility solutions.

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## Salesforce Certified Sharing and Visibility Architect Sample Questions (Q56-Q61):

NEW QUESTION # 56

Universal Containers (UC) has affiliates who sell containers in countries where UC does not have a local office. UC uses a Partner Community to manage the sales cycle in those countries. One of its affiliates has grown substantially and restructured its internal sales team with the following structure; Sales VP -> Director of Sales -> Sales Manager -> Sales Reps. Sales Reps should not see each others' opportunities, and visibility of deals should open up within the Sales Rep's hierarchy. What is the main problem an architect should address in this situation?

- A. Partner User roles are limited to three levels.
- B. Partner Community does not support Role Hierarchy.
- C. The Channel Manager role cannot be shared with Partner Community.

**Answer: A**

Explanation:

Explanation

Partner User roles are limited to three levels, which means that affiliates cannot create more than three levels of roles for their internal sales team. This is the main problem an architect should address in this situation. The Channel Manager role can be shared with Partner Community, as it is used to manage partner accounts and users. Partner Community does support Role Hierarchy, as it allows affiliates to create their own roles and grant access based on their own hierarchy.

#### NEW QUESTION # 57

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. Which approach should 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.

**Answer: A**

Explanation:

To ensure that records, such as orders, cannot be deleted in the future, the most secure approach is to remove the Delete permission for the Order object from the relevant profiles and permission sets. This enforces restrictions at the object permission level and applies universally, regardless of the user's role or access method.

\* Option A: Changing the Record Type/Page Layout to be Read-Only doesn't prevent deletion, as users with Delete permissions can still remove records via other means, like APIs or list views.

\* Option B: Removing the Delete button from the Page Layout is a partial solution and does not restrict deletion via other access methods (e.g., reports or API).

\* Option C (Correct): By removing Delete permissions at the profile/permission set level, you ensure comprehensive prevention of deletion across all access points.

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Object Permissions Overview

#### NEW QUESTION # 58

Sales operations at Universal Containers (UC) wants to create list views to filter opportunities for certain geographies. How should UC hide list views that are not relevant to an individual user since there will be more than 50 list views?

- A. Share the list views with the appropriate queue.
- B. Share the list views with the appropriate role and internal subordinates.
- C. Share the list views with the appropriate individual users.

**Answer: B**

#### NEW QUESTION # 59

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 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 a criteria-based sharing rule on the opportunity to assign it to a territory

**Answer: C**

Explanation:

Explanation

The territory with the highest territory type priority is automatically assigned to the opportunity when an account meets criteria for multiple territories<sup>4</sup>. Option A is incorrect, since creating a process builder process to update the territory field on the opportunity would be unnecessary and complex. Option C is incorrect, since creating an Apex class that implements Filter-Based Opportunity Territory Assignment would be an advanced and custom solution that is not required in this scenario. Option D is incorrect, since creating a criteria-based sharing rule on the opportunity to assign it to a territory would not work, as sharing rules do not assign territories<sup>5</sup>.

### NEW QUESTION # 60

Universal Containers has implemented Customer Community with Customer Community Plus licenses for its distributors. Retail distributors have part-time agents who work for multiple distributors. Those agents should have access to other distributor accounts as well.

What should be configured to grant agents access to different distributor accounts?

- A. Use Apex sharing to share distributor accounts with agents using the Account\_\_Share table.
- **B. Create a sharing set to share distributor accounts with agents using account contact relationship.**
- C. Create sharing rules to share distributor accounts with agents.

**Answer: B**

### NEW QUESTION # 61

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