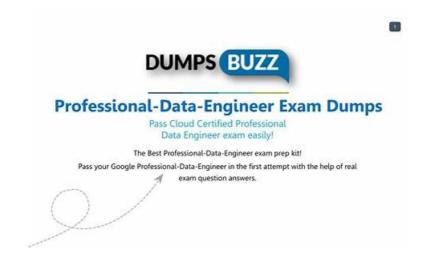
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Salesforce Certified Data Architect Sample Questions (Q61-Q66):

NEW QUESTION #61

A large multinational B2C Salesforce customer is looking to implement their distributor management application is Salesforce. the application has the following capabilities:

- 1. Distributor create sales order in salesforce
- 2. Sales order are based on product prices applicable to their region
- 3. Sales order are closed once they are fulfilled
- 4. It is decided to maintain the order in opportunity object

How should the data architect model this requirement?

- A. Add custom fields in Opportunity and use triggers to update prices.
- B. Configure price Books for each region and share with distributors.
- C. Manually update Opportunities with Prices application to distributors.
- D. Create lookup to Custom Price object and share with distributors.

Answer: B

Explanation:

According to the Salesforce documentation, an opportunity is a standard object that represents a potential sale or deal with an account or contact. An opportunity can have products and prices associated with it using price books. A price book is a standard object that contains a list of products and their prices for different regions, currencies, segments, etc. A price book can be shared with different users or groups based on their visibility and access settings.

To model the requirement of implementing a distributor management application in Salesforce, where distributors create sales orders based on product prices applicable to their region, and sales orders are closed once they are fulfilled, a data architect should: Configure price books for each region and share with distributors (option B). This means creating different price books for different regions with the appropriate products and prices, and sharing them with the distributors who belong to those regions. This way, distributors can create sales orders (opportunities) using the price books that are relevant to their region.

Creating a lookup to Custom Price object and sharing with distributors (option A) is not a good solution, as it can introduce unnecessary complexity and redundancy to the data model. It is better to use standard objects and features that are designed for managing products and prices in Salesforce. Manually updating opportunities with prices applicable to distributors (option C) is also not a good solution, as it can be time-consuming, error-prone, and inefficient. It is better to use automation tools or features that can update prices based on predefined criteria or logic. Adding custom fields in opportunity and using triggers to update prices (option D) is also not a good solution, as it can be complex, costly, and difficult to maintain. It is better to use standard fields and features that can handle prices more effectively.

NEW QUESTION #62

Universal Containers (UC) wants to ensure their data on 100,000 Accounts pertaining mostly to US-based companies is enriched and cleansed on an ongoing basis. UC is looking for a solution that allows easy monitoring of key data quality metrics. What should be the recommended solution to meet this requirement?

- A. Implement Batch Apex that calls out a third-party data quality API in order to monitor Account data quality.
- B. Use a declarative approach by installing and configuring Data.com Clean to monitor Account data quality.
- C. Use declarative approach by installing and configuring Data.com Prospector to monitor Account data quality.
- D. Implement an Apex Trigger on Account that queries a third-party data quality API to monitor Account data quality.

Answer: B

Explanation:

Using a declarative approach by installing and configuring Data.com Clean to monitor Account data quality can help UC meet their requirement. Data.com Clean can enrich and cleanse data on an ongoing basis by comparing Salesforce records with Data.com records and providing suggestions for updates. Data.com Clean can also provide dashboards and reports to monitor key data quality metrics such as match rate, field fill rate, and record completeness

NEW QUESTION #63

Universal Containers (UC) is a major supplier of office supplies. Some products are produced by UC and some by other manufacturers. Recently, a number of customers have complained that product descriptions on the invoices do not match the descriptions in the online catalog and on some of the order confirmations (e.g., "ballpoint pen" in the catalog and "pen" on the invoice, and item color labels are inconsistent: "what vs. "White" or "blk" vs. "Black"). All product data is consolidated in the company data warehouse and pushed to Salesforce to generate quotes and invoices. The online catalog and webshop is a Salesforce Customer Community solution. What is a correct technique UC should use to solve the data inconsistency?

- A. Add custom fields to the Product standard object in Salesforce to store data from the different source systems.
- B. Change integration to let product master systems update product data directly in Salesforce via the Salesforce API.
- C. Build Apex Triggers in Salesforce that ensure products have the correct names and labels after data is loaded into salesforce.
- D. Define a data taxonomy for product data and apply the taxonomy to the product data in the data warehouse.

Answer: D

Explanation:

A correct technique UC should use to solve the data inconsistency is to define a data taxonomy for product data and apply the taxonomy to the product data in the data warehouse. A data taxonomy is a hierarchical classification of data entities and attributes that defines their meaning, format, and relationships. A data taxonomy can help ensure consistency, accuracy, and completeness of product data across different systems and channels

NEW OUESTION #64

Northern Trail outfitters in migrating to salesforce from a legacy CRM system that identifies the agent relationships in a look-up table. What should the data architect do in order to migrate the data to Salesfoce?

- A. Assign record owner based on relationship.
- B. Migrate the data and assign to a non-person system user.
- C. Create custom objects to store agent relationships.
- D. Migrate to Salesforce without a record owner.

Answer: C

NEW QUESTION #65

NTO has multiple systems across its enterprise landscape including salesforce, with disparate version the customer records. In salesforce, the customer is represented by the contact object.

NTO utilizes an MDM solution with these attributes:

- 1. The MDM solution keeps track of customer master with a master key.
- 2. The master key is a map to the record ID's from each external system that customer data is stored within.
- 3. The MDM solution provides de-duplication features, so it acts as the single source of truth.

How should a data architect implement the storage of master key within salesforce?

- A. Create an external object to store the master key with a lookup field to contact.
- B. Create a custom object to store the master key with a lookup field to contact.
- C. Store the master key on the contact object as an external ID (Field for referential imports)
- D. Store the master key in Heroku postgres and use Heroku connect for synchronization.

Answer: C

Explanation:

The best way to implement the storage of master key within Salesforce is to store it on the contact object as an external ID field for referential imports. This way, the data architect can use the master key as a unique identifier to match records from different systems and avoid duplicates. The other options are not feasible because they either require additional storage or do not support referential imports.

NEW QUESTION #66

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