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Salesforce Certified Sharing and Visibility Architect Sample Questions (Q50-Q55):

NEW QUESTION # 50

A sales rep at Universal Containers (UC) has manually shared an Opportunity record with internal Pre-Sales users. After some time, the sales rep moved to another position and all opportunities records that were owned were transferred to a new sales rep. What happened to the internal Pre-Sales users' access to the opportunity?

- A. They still have access to the record due to team access.
- B. They still have access to the record due to inherited sharing.
- C. They still have access to the record due to implicit sharing.
- D. **They will no longer have access to the record.**

Answer: D

Explanation:

Explanation

The internal Pre-Sales users will no longer have access to the opportunity after the ownership transfer, since manual sharing is removed when a record owner changes. Option A is incorrect, since inherited sharing does not apply to manual sharing. Option B is incorrect, since implicit sharing does not apply to internal users.

Option D is incorrect, since team access does not apply to manual sharing.

NEW QUESTION # 51

Universal Containers (UC) is looking to expand its delivery capabilities through a network of distributors that use a Partner Community license. UC employees currently can view all delivery records through the organization-wide default (OWD) setting of Public Read-Only.

Which approach should an architect recommend to limit the records a distributor can see?

- A. Create a criteria-based sharing rule to grant access to the distributor.
- B. Create an ownership-based sharing rule to grant access to the distributor.
- C. **Set the External OWD to Private for the Delivery object.**

Answer: C

NEW QUESTION # 52

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

Explanation:

* Role Hierarchy and Sharing Rules:

* Role Hierarchy grants access vertically within a hierarchy but not across different branches of the hierarchy.

* Sharing Rules are required to share records horizontally, such as between segments or regions.

* Why Option A is Correct:

* An owner-based sharing rule can share records owned by users in the same segment to sales managers in other regions.

* Why Others Are Incorrect:

* Option B: Public groups cannot directly address the requirement unless sharing rules or permissions are also configured.

* Option C: Changing the Role Hierarchy to merge U.S. and Canada sales managers undermines hierarchical data access control.

For details, refer to Salesforce Sharing Rules documentation: <https://help.salesforce.com/>

NEW QUESTION # 53

Universal Containers (UC) operates worldwide, with offices in more than 100 regions in 10 different countries, and has established a very complex Role Hierarchy to control data visibility. In the new fiscal year, UC is planning to reorganize the roles and reassign account owners.

Which feature should an architect recommend to avoid problems with this operation?

- A. Partition data using Divisions
- B. Skinny table
- C. Deferred Sharing Recalculation

Answer: C

Explanation:

When performing large-scale changes, such as reorganizing roles or reassigning ownership, recalculating sharing rules can be resource-intensive and may affect performance. Deferred Sharing Recalculation allows Salesforce admins to temporarily pause sharing rule calculations during bulk operations. This ensures that the reorganization completes efficiently, and the sharing recalculations are processed after the changes are made.

* Option A: Partitioning data using Divisions helps segment data logically but does not address the specific need to optimize sharing recalculations.

* Option B: Skinny tables improve query performance for specific data structures but do not mitigate recalculation delays.

* Option C (Correct): Deferred Sharing Recalculation ensures minimal performance impact during bulk ownership changes or Role Hierarchy updates.

References:

* Deferred Sharing Recalculation

NEW QUESTION # 54

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 a Process Builder Process that updates the Territory field on the Opportunity
- B. Create an Apex class that implements Filter-Based Opportunity Territory Assignment
- 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

To assign opportunities to a territory for an account that meets criteria for two Enterprise Territory Management territories, the territory with the highest Territory Type Priority is automatically assigned to the opportunity. This is how Salesforce resolves conflicts when an account matches multiple territories. Creating a criteria-based sharing rule or a Process Builder process will not work, as they do not affect the territory assignment. Creating an Apex class that implements Filter-Based Opportunity Territory Assignment will not work, as it is only applicable for accounts that do not match any territory

NEW QUESTION # 55

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