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Salesforce Certified Data Architect Sample Questions (Q86-Q91):

NEW QUESTION # 86

Northern Trail Outfitters (NTO) has recently implemented Salesforce to track opportunities across all their regions. NTO sales teams across all regions have historically managed their sales process in Microsoft Excel. NTO sales teams are complaining that their data from the Excel files were not migrated as part of the implementation and NTO is now facing low Salesforce adoption. What should a data architect recommend to increase Salesforce adoption?

- A. Define a standard mapping and train sales users to import opportunity data.
- B. Load data in external database and provide access to database to sales users.
- C. Create a chatter group and upload all Excel files to the group.
- D. Use the Excel connector to Salesforce to sync data from individual Excel files.

Answer: A

Explanation:

According to Trailhead2, one of the best practices to increase Salesforce adoption is to migrate existing data from legacy systems or spreadsheets into Salesforce, so that users can access all their data in one place and leverage the features and functionality of Salesforce. Option B is the correct answer because it suggests defining a standard mapping and training sales users to import opportunity data from Excel files into Salesforce, which can help them transition from their old process and increase their confidence and satisfaction with Salesforce. Option A is incorrect because using the Excel connector to Salesforce does not migrate the data into Salesforce, but only syncs it between Excel and Salesforce, which can cause data inconsistency and duplication issues. Option C is incorrect because loading data in an external database and providing access to it does not increase Salesforce adoption, but rather creates another system for users to manage and switch between. Option D is incorrect because creating a chatter group and uploading all Excel files to it does not migrate the data into Salesforce, but only stores it as attachments, which cannot be used for reporting or analysis purposes.

NEW QUESTION # 87

A company wants to document the data architecture of a Salesforce organization.

What are two valid metadata types that should be included? (Choose two.)

- A. SecuritySettings
- B. RecordType
- C. CustomField
- D. Document

Answer: B,C

Explanation:

Option A is correct because RecordType is a valid metadata type that should be included in documenting the data architecture of a Salesforce organization1. RecordType defines different business processes, picklist values, and page layouts for different users2. Option C is correct because CustomField is another valid metadata type that should be included in documenting the data architecture of a Salesforce organization1. CustomField defines custom attributes for standard or custom objects3. Option B is not correct because Document is not a valid metadata type, but a standard object that stores documents in folders4. Option D is not correct because SecuritySettings is not a valid metadata type, but a setup menu that allows administrators to configure various security features such as password policies, network access, session settings, etc.

NEW QUESTION # 88

NTO uses salesforce to manage relationships and track sales opportunities. It has 10 million customers and 100 million opportunities. The CEO has been complaining 10 minutes to run and sometimes failed to load, throwing a time out error. Which 3 options should help improve the dashboard performance?

Choose 3 answers:

- A. De-normalize the data by reducing the number of joins.
- B. Use selective queries to reduce the amount of data being returned.
- C. Remove widgets from the dashboard to reduce the number of graphics loaded.
- D. Reduce the amount of data queried by archiving unused opportunity records.
- E. Run the dashboard for CEO and send it via email.

Answer: A,B,D**NEW QUESTION # 89**

Northern trail Outfitters (NTO) uses Sales Cloud and service Cloud to manage sales and support processes. Some of NTOs team are complaining they see new fields on their page unsure of which values need be input. NTO is concerned about lack of governance in making changes to Salesforce.

Which governance measure should a data architect recommend to solve this issue?

- A. Create reports to identify which users are leaving blank, and use external data sources o agreement the missing data.
- B. Create and manage a data dictionary and ups a governance process for changes made to common objects.
- C. Add description fields to explain why the field is used, and mark the field as required.

- D. Create validation rules with error messages to explain why the fields is used

Answer: B

Explanation:

To solve the issue of lack of governance in making changes to Salesforce, a data architect should recommend creating and managing a data dictionary and setting up a governance process for changes made to common objects. A data dictionary is a document that defines the metadata, structure, and relationship of each object and field in Salesforce. A governance process is a set of rules and procedures that govern how changes are proposed, reviewed, approved, and deployed in Salesforce. These measures will help NTO to maintain consistency, quality, and clarity of their data model and avoid confusion and errors among users. Option A is incorrect because adding description fields to explain why the field is used, and marking the field as required will not prevent unauthorized or unnecessary changes to Salesforce. Option C is incorrect because creating reports to identify which users are leaving blank, and using external data sources to augment the missing data will not address the root cause of the issue, which is the lack of governance in making changes to Salesforce. Option D is incorrect because creating validation rules with error messages to explain why the fields are used will not stop users from seeing new fields on their page that they are unsure of.

NEW QUESTION # 90

NTO has been using salesforce for sales and service for 10 years. For the past 2 years, the marketing group has noticed a raise from 0 to 35 % in returned mail when sending mail using the contact information stored in salesforce.

Which solution should the data architect use to reduce the amount of returned mails?

- A. Use a 3rd-party data source to update contact information in salesforce.
- B. Delete contacts when the mail is returned to save postal cost to NTO.
- C. Have the sales team to call all existing customers and ask to verify the contact details.
- D. Email all customer and asked them to verify their information and to call NTO if their address is incorrect.

Answer: A

Explanation:

Using a third-party data source to update contact information in Salesforce is the best solution to reduce the amount of returned mails. This way, the data architect can ensure that the contact information is accurate and up-to-date without relying on manual verification or deletion of contacts

NEW QUESTION # 91

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