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NEW QUESTION: 1

Universal Containers (UC) has a multi-level master-detail relationship for opportunities, a custom opportunity line item object, and a custom discount request. UC has opportunity as master and custom line item object as detail in master-detail relationship. UC also has a custom line item object as master and a custom discount request object as detail in another master-detail relationship. UC has a requirement to show all sums of discounts across line items at an opportunity level. What is the recommended solution to address these requirements?

- A.** Roll-up discount request amount at the line-item-level and line-item-level summary discount at the opportunity level.
- B.** Remove the master-detail relationships and rely completely on workflow/triggers to summarize the discount amount.
- C.** Update the master-detail relationships to lookup relationships in order to allow the discount amount to roll up.
- D.** Use roll-up for the line-item-level summary and a trigger for the opportunity amount summary, as only one level roll-up is allowed.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

Universal Containers (UC) has a Salesforce instance with over 10,000 Account records. They have noticed similar, but not identical, Account names and addresses. What should UC do to ensure proper data quality?

- A.** Enable Account de-duplication by creating matching rules in Salesforce, which will mass merge duplicate Accounts.
- B.** Run a report, find Accounts whose name starts with the same five characters, then merge those Accounts.

- C. Make the Account Owner clean their Accounts' addresses, then merge Accounts with the same address.
- D. Use a service to standardize Account addresses, then use a 3rd -party tool to merge Accounts based on rules.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 3

United Containers (UC) has released a new disaster recovery (DR) policy that states that cloud solutions need a business continuity plan in place separate from the cloud provider's built-in data recovery solution.

Which solution should a data architect use to comply with the DR policy?

- A. Leverage Salesforce weekly exports, and store data in flat files on a protected system
- B. Utilize an ETL tool to migrate data to an on-premise archive solution
- C. Write a custom batch job to extract data changes nightly, and store on an external protected system
- D. Leverage a third-party tool that extracts Salesforce data/metadata, and stores the information in an external protected system

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 4

Universal Containers has a large volume of Contact data going into Salesforce.com. There are 100,000 existing contact records. 200,000 new contacts will be loaded. The Contact object has an external ID field that is unique and must be populated for all existing records. What should the architect recommend to reduce data load processing time?

- A. Delete all existing records, and then load all records together via the Insert operation.
- B. Load all records via the Upsert operation to determine new records vs. existing records.
- C. Load new records via the Insert operation and existing records via the Update operation.
- D. Load Contact records together using the Streaming API via the Upsert operation.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 5

A customer is operating in a highly regulated industry and is planning to implement Salesforce. The customer information maintained in Salesforce, includes the following:

1. Personally identifiable information (PII)
2. IP restrictions on profiles organized by geographic location
3. Financial records that need to be private and accessible only by the assigned sales associate
4. Users should not be allowed to export information from Salesforce

Enterprise Security has mandated access to be restricted to users within a specific geography and detail monitoring of user activity.

Which three Salesforce Shield capabilities should a data architect recommend? (Choose three.)

- A. Transaction Security policies to prevent export of Salesforce data

- B. Event monitoring to monitor all user activity
- C. Encrypt sensitive customer information maintained in Salesforce
- D. Prevent sales users access to customer PII information
- E. Restrict access to Salesforce from users outside specific geography

Answer: B,C,E (LEAVE A REPLY)

NEW QUESTION: 6

A customer is operating in a highly reputed industry and is planning to implement SF. The customer information maintained in SF, includes the following:

Personally, identifiable information (PII)

IP restrictions on profiles organized by Geographic location

Financial records that need to be private and accessible only by the assigned Sales associate.

User should not be allowed to export information from Salesforce.

Enterprise security has mandate access to be restricted to users within a specific geography and detail monitoring of user activity. Which 3 Salesforce shield capabilities should a data architect recommend? Choose 3 answers:

- A. Prevent Sales users access to customer PII information
- B. Event monitoring to monitor all user activities
- C. Restrict access to SF from users outside specific geography
- D. Encrypt Sensitive Customer information maintained in SF.
- E. Transaction security policies to prevent export of SF Data.

Answer: C,D,E (LEAVE A REPLY)

NEW QUESTION: 7

UC is planning a massive SF implementation with large volumes of data. As part of the org's implementation, several roles, territories, groups, and sharing rules have been configured. The data architect has been tasked with loading all of the required data, including user data, in a timely manner.

What should a data architect do to minimize data load times due to system calculations?

- A. Load the data through data loader, and turn on parallel processing.
- B. Enable defer sharing calculations, and suspend sharing rule calculations
- C. Leverage the Bulk API and concurrent processing with multiple batches
- D. Enable granular locking to avoid "UNABLE _TO_LOCK_ROW" error.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 8

Universal Containers (UC) is implementing its new Internet of Things technology, which consists of smart containers that provide information on container temperature and humidity updated every 10 minutes back to UC. There are roughly 10,000 containers equipped with this technology with the number expected to increase to 50,000 across the next five years. It is essential that

Salesforce user have access to current and historical temperature and humidity data for each container. What is the recommended solution?

- A.** Create a new Lightning Component that displays last humidity and temperature data for a specific container and can also display historical trends obtaining relevant data from UC's existing data warehouse.
- B.** Create new custom fields for temperature and humidity in the existing Container custom object, as well as an external ID field that is unique for each container. These custom fields are updated when a new measure is received.
- C.** Create a new Container Reading custom object with a master-detail relationship to Container which is created when a new measure is received for a specific container. Implement an archiving process that runs every hour.
- D.** Create a new Container Reading custom object, which is created when a new measure is received for a specific container. The Container Reading custom object has a master-detail relationship to the container object.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

DreamHouse Realty has 15 million records in the Order_c custom object. When running a bulk query, the query times out.

What should be considered to address this issue?

- A.** Metadata API
- B.** Streaming API
- C.** Tooling API
- D.** PK Chunking

Answer: **D** ([LEAVE A REPLY](#))

NEW QUESTION: 10

Universal Containers has a requirement to store more than 100 million records in salesforce and needs to create a custom big object to support this business requirement.

Which two tools should a data architect use to build custom object?

- A.** Use DX to create big object.
- B.** Go to Big Object In setup select new to create big object.
- C.** Use Metadata API to create big object.
- D.** Go to Object manager In setup and select new to create big object.

Answer: **B,C** ([LEAVE A REPLY](#))

NEW QUESTION: 11

Universal container (UC) would like to build a Human resources application on Salesforce to manage employee details, payroll, and hiring efforts. To adequately and store the relevant data, the application will need to leverage 45 custom objects. In addition to this, UC expects roughly 20,00 API calls into Salesfoce from an n-premises application daily.

Which license type should a data architect recommend that best fits these requirements?

- A. Lightning Platform plus
- B. Service Cloud
- C. Lightning External Apps Starts
- D. Lightning platform Start

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 12

Universal Containers (UC) uses Salesforce for tracking opportunities (Opportunity). UC uses an internal ERP system for tracking deliveries and invoicing. The ERP system supports SOAP API and OData for bi-directional integration between Salesforce and the ERP system. UC has about one million opportunities. For each opportunity, UC sends 12 invoices, one per month. UC sales reps have requirements to view current invoice status and invoice amount from the opportunity page. When creating an object to model invoices, what should the architect recommend, considering performance and data storage space?

- A. Create an external object Invoice _x with a Lookup relationship with Opportunity.
- B. Create a custom object Invoice _c with a master -detail relationship with Opportunity.
- C. Use Streaming API to get the current status from the ERP and display on the Opportunity page.
- D. Create a custom object Invoice _c with a Lookup relationship with Opportunity.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 13

UC is having issues using Informatica Cloud Louder to export +10MOrder records. Each Order record has 10 Order Line Items. What two steps can you take to help correct this? Choose two answers.

- A. Export in multiple batches
- B. Limit Batch to 10K records
- C. Export Bulk API in parallel mode
- D. Use PK Chunking

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 14

A custom pricing engine for a Salesforce customer has to be decided by factors with the following hierarchy:

1. State in which the customer is located
2. City in which the customer is located if available
3. Zip code in which the customer is located if available
4. Changes to this information should have minimum code change

What should a data architect recommend to maintain this information for the custom pricing engine that is to be built in Salesforce?

- A. Configure the pricing criteria in price books.
- B. Create a custom object to maintain the pricing criteria.
- C. Maintain required pricing criteria in custom metadata types.
- D. Assign the pricing criteria within custom pricing engine.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 15

UC has a requirement to migrate 100 million order records from a legacy ERP application into the salesforce platform. UC does not have any requirements around reporting on the migrated data. What should a data architect recommend to reduce the performance degradation of the platform?

- A. Use the standard "Order" object to store the data.
- B. Use a standard big object defined by salesforce.
- C. Implement a custom big object to store the data.
- D. Create a custom object to store the data.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 16

A manager at Cloud Kicks is importing Leads into Salesforce and needs to avoid creating duplicate records.

Which two approaches should the manager take to achieve this goal? (Choose two.)

- A. Acquire an AppExchange Lead de-duplication application.
- B. Create a Workflow Rule to check for duplicate records.
- C. Run the Salesforce Lead Mass de-duplication tool.
- D. Implement Salesforce Matching and Duplicate Rules.

Answer: (SHOW ANSWER)

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NEW QUESTION: 17

Universal Containers (UC) has an Application custom object, which has tens of millions of records created in the past 5 years. UC needs the last 5 years of data to exist in Salesforce at all times for reporting and queries.

UC is currently encountering performance issues when reporting and running queries on this Object using date ranges as filters. Which two options can be used to improve report performance?

- A. Add custom indexes to all fields on Application without a standard index.
- B. Add custom indexes to the Date fields used for filtering the report.
- C. Run multiple reports to get different pieces of the data and combine them.
- D. Ask support to create a skinny table for Application with the necessary reporting fields.

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 18

Cloud Kicks has the following requirements:

- Data needs to be sent from Salesforce to an external system to generate invoices from their Order Management System (OMS).
- A Salesforce administrator must be able to customize which fields will be sent to the external system without changing code.

What are two approaches for fulfilling these requirements? (Choose two.)

- A. A Field Set that determines which fields to send in an HTTP callout.
- B. An Outbound Message to determine which fields to send to the OMS.
- C. Enable the field-level security permissions for the fields to send.
- D. A set<subjectFieldset> to determine which fields to send in an HTTP callout.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 19

NTO has implemented salesforce for its sales users. The opportunity management in salesforce is implemented as follows:

1. Sales users enter their opportunities in salesforce for forecasting and reporting purposes.
2. NTO has a product pricing system (PPS) that is used to update opportunity amount field on opportunities on a daily basis.
3. PPS is the trusted source within the NTO for opportunity amount.
4. NTO uses opportunity forecast for its sales planning and management.

Sales users have noticed that their updates to the opportunity amount field are overwritten when PPS updates their opportunities.

How should a data architect address this overriding issue?

- A. Change opportunity amount field access to read only for sales users using field level security.
- B. Create a custom field for opportunity amount that PPS updates separating the field that sales user updates.
- C. Create a custom field for opportunity amount that sales users update separating the fields that PPS updates.

D. Change PPS integration to update only opportunity amount fields when values is NULL.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 20

Universal Containers (UC) is expecting to have nearly 5 million shipment records in its Salesforce org. Each shipment record has up to 10 child shipment item records. The Shipment custom object has an Organization-wide Default (OWD) sharing model set to Private and the Shipment Item custom object has a Master-Detail relationship to Shipment. There are 25 sharing rules set on the Shipment custom object, which allow shipment records to be shared to each of UC's 25 business areas around the globe. These sharing rules use public groups, one for each business area plus a number of groups for management and support roles. UC has a high turnover of Sales Reps and often needs to move Sales Reps between business areas in order to meet local demand. What feature would ensure that performance, when moving Sales Reps between regions, remains adequate while meeting existing requirements?

- A. Contact Salesforce to create Skinny tables on Shipment.
- B. Implement data archiving for old Shipment records.
- C. Configure shipment OWD to Public Read/Write.
- D. Contact Salesforce to enable Defer Sharing Rules

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 21

A company is introducing a new data quality process and needs an Architect to recommend an appropriate approach. The new process will monitor the data that users are manually entering into the system through the Salesforce UI.

Which recommendation is correct?

- A. Enable users to import their data using the Salesforce Import tools.
- B. Create data-quality dashboards by using an app from the AppExchange.
- C. Use a 3rd-party solution from the AppExchange for data uploads.
- D. Validate the format of phone numbers and postal codes by using Apex.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 22

Ursa Major Solar has defined a new Data Quality Plan for their Salesforce data.

Which two approaches should an Architect recommend to enforce the plan throughout the organization? (Choose two.)

- A. Ensure all data is stored in an external system and set up an integration to Salesforce for view-only access.
- B. Schedule a weekly dashboard displaying records that are missing information to be sent to managers for review.
- C. Schedule reports that will automatically catch duplicates and merge or delete the records every week.

D. Enforce critical business processes by using Workflow, Validation Rules, and Apex code.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

Universal Containers has 30 million case records. The Case object has 80 fields. Agents are reporting performance issues and time-outs while running case reports in the Salesforce org. Which solution should a data architect recommend to improve reporting performance?

- A. Contact Salesforce support to enable skinny table for cases.
- B. Create a custom object to store aggregate data and run reports.
- C. Move data off of the platform and run reporting outside Salesforce, and give access to reports.
- D. Build reports using custom Lightning components.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 24

NTO (Northern Trail Outlets) has a complex Salesforce org which has been developed over past 5 years. Internal users are complaining abt multiple data issues, including incomplete and duplicate data in the org. NTO has decided to engage a data architect to analyze and define data quality standards.

Which 3 key factors should a data architect consider while defining data quality standards?

Choose 3 answers:

- A. Measure data completeness and accuracy
- B. Measure data timeliness and consistency
- C. Finalize an extract transform load (ETL) tool for data migration
- D. Define data duplication standards and rules
- E. Define key fields in staging database for data cleansing

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 25

An Architect needs information about who is creating, changing, or deleting certain fields within the past four months.

How can the Architect access this information?

- A. After exporting the setup audit trail, find the fields in question.
- B. Create a field history report for the fields in question.
- C. After exporting the metadata, search it for the fields in question.
- D. Remove "customize application" permissions from everyone else.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 26

Universal Containers keeps its Account data in Salesforce and its Invoice data in a third - party ERP system. They have connected the Invoice data through a Salesforce external object. They want data from both Accounts and Invoices visible in one report in one place.

What two approaches should an architect suggest for achieving this solution? Choose 2 answers

- A.** Create a report in an external system combining Salesforce Account data and Invoice data from the ERP.
- B.** Create a separate Salesforce report for Accounts and Invoices and combine them in a dashboard.
- C.** Create a report combining data from the Account standard object and the Invoices external object.
- D.** Create a Visualforce page combining Salesforce Account data and Invoice external object data.

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 27

To avoid creating duplicate Contacts, a customer frequently uses Data Loader to upsert Contact records into Salesforce. What common error should the data architect be aware of when using upsert?

- A.** Errors with duplicate external Id values within the same CSV file.
- B.** Errors with records being updated and inserted in the same CSV file.
- C.** Errors when a duplicate Contact name is found cause upsert to fail.
- D.** Errors with using the wrong external Id will cause the load to fail.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 28

UC migrating 100,000 Accounts from an enterprise resource planning (ERP) to salesforce and is concerned about ownership skew and performance.

Which 3 recommendations should a data architect provide to prevent ownership skew?

Choose 3 answers:

- A.** Assign a default user as owner of account and do not assign any role to default user.
- B.** Assign "view all" permission on profile to give access to account.
- C.** Keep users out of public groups that can be used as the source for sharing rules.
- D.** Assigned a default user as owner of accounts, and assign role in hierarchy.
- E.** Assign a default user as owner of accounts and assigned top most role in hierarchy.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 29

Universal Containers is planning out their archiving and purging plans going forward for their custom objects Topic__c and Comment__c. Several options are being considered, including analytics snapshots, offsite storage, scheduled purges, etc. Which three questions should be considered when designing an appropriate archiving strategy?

- A.** Which profiles and users currently have access to these custom object records?
- B.** Are there any regulatory restrictions that will influence the archiving and purging plans?
- C.** Will the data being archived need to be reported on or accessed in any way in the future?

- D. If reporting is necessary, can the information be aggregated into fewer, summary records?
- E. How many fields are defined on the custom objects that need to be archived?

Answer: B,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 30

UC is implementing sales cloud for patient management and would like to encrypt sensitive patient records being stored in files.

Which solution should a data architect recommend to solve this requirement?

- A. Implement 3rd party App Exchange app to encrypt files.
- B. Implement shield platform encryption to encrypt files.
- C. Use classic encryption to encrypt files.
- D. Store files outside of salesforce and access them to real time.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 31

Universal Container is using Salesforce for Opportunity management and enterprise resource planning (ERP) for order management. Sales reps do not have access to the ERP and have no visibility into order status.

What solution a data architect recommend to give the sales team visibility into order status?

- A. Build batch jobs to push order line items to salesforce.
- B. leverage Salesforce Connect top bring the order line item from the legacy system to Salesforce.
- C. Leverage Canvas to bring the order management UI in to the Salesforce tab.
- D. Build real-time integration to pull order line items into Salesforce when viewing orders.

Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 32

North Trail Outfitters (NTO) operates a majority of its business from a central Salesforce org, NTO also owns several secondary orgs that the service, finance, and marketing teams work out of, At

the moment, there is no integration between central and secondary orgs, leading to data-visibility issues.

Moving forward, NTO has identified that a hub-and-spoke model is the proper architect to manage its data, where the central org is the hub and the secondary orgs are the spokes. Which tool should a data architect use to orchestrate data between the hub org and spoke orgs?

- A. Develop custom APIs to poll the hub org for change data and push into the spoke orgs.
- B. Develop custom APIs to poll the spoke for change data and push into the org.
- C. A backup and archive solution that extracts and restores data across orgs.
- D. A middleware solution that extracts and distributes data across both the hub and spokes.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 33

Universal Containers (UC) is transitioning from Classic to Lightning Experience. What does UC need to do to ensure users have access to its notices and attachments in Lightning Experience?

- A. Manually upload Notes in Lightning Experience.
- B. Manually upload Attachments in Lightning Experience.
- C. Add Notes and Attachments Related List to page Layout in Lightning Experience.
- D. Migrate Notes and Attachment to Enhanced Notes and Files a migration tool

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 34

A customer needs a sales model that allows the following:

1. Opportunities need to be assigned to sales people based on the zip code.
2. Each sales person can be assigned to multiple zip codes.
3. Each zip code is assigned to a sales area definition. Sales is aggregated by sales area for reporting.

What should a data architect recommend?

- A. Configure Territory Management feature to support opportunity assignment
- B. Assign opportunities using list views using zip code
- C. Add custom fields in opportunities for zip code and use assignment rules
- D. Allow sales users to manually assign opportunity ownership based on zip code

Answer: A ([LEAVE A REPLY](#))

Explanation/Reference: <https://help.salesforce.com/articleView?id=000327968&type=1&mode=1>

NEW QUESTION: 35

Universal Containers has a public website with several forms that create Lead records in Salesforce using the REST API. When designing these forms, which two techniques will help maintain a high level of data quality?

- A. Prefer picklist form fields over free text fields, where possible.
- B. Use cookies to track when visitors submit multiple forms.

- C. Do client-side validation of phone number and email field formats.
- D. Ensure the website visitor is browsing using an HTTPS connection.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

In a Salesforce org used to manage Contacts, what two options should be considered to maintain data quality?

Choose 2 answers

- A. Use the private sharing model.
- B. Use workflow to delete duplicate records.
- C. Use validation rules on new record create and edit.
- D. Use Salesforce duplicate management.

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 37

Universal Containers has received complaints that customers are being called by multiple Sales Reps where the second Sales Rep that calls is unaware of the previous call by their coworker.

What is a data quality problem that could cause this?

- A. Duplicate Activity records on a Contact.
- B. Missing phone number on the Contact record.
- C. Customer phone number has changed on the Contact record.
- D. Duplicate Contact records exist in the system.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 38

Universal Containers (UC) has implemented Sales Cloud for its entire sales organization, UC has built a custom object called projects_c that stores customers project detail and employee billable hours.

The following requirements are needed:

A subset of individuals from the finance team will need to access to the projects object for reporting and adjusting employee utilization.

The finance users will not access to any sales objects, but they will need to interact with the custom object.

Which license type a data architect recommend for the finance team that best meets the requirements?

- A. Lightning platform plus
- B. Sales Cloud
- C. Light Platform Start
- D. Service Cloud

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 39

DreamHouse Realty has a Salesforce org that is used to manage Contacts.

What are two things an Architect should consider using to maintain data quality in this situation?

(Choose two.)

- A. Use the private sharing model.
- B. Use validation rules on new record create and edit.
- C. Use Salesforce duplicate management.
- D. Use workflow to delete duplicate records.

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 40

A casino is implementing Salesforce and is planning to build a customer 360 degree view for a customer who visits its resorts. The casino currently maintains the following systems that record customer activity:

1. Point-of-sale system: All purchases for a customer
2. Salesforce; All customer service activity and sales activities for a customer
3. Mobile app: All bookings, preferences, and browser activity for a customer
4. Marketing: All email, SMS, and social campaigns for a customer

Customer service agents using Salesforce would like to view the activities from all four systems to provide support to customers. The information has to be current and real time.

What strategy should the data architect implement to satisfy this requirement?

What strategy should the data architect implement to satisfy this requirement?

- A. Explore external data sources in Salesforce to build a 360 degree view of the customer.
- B. Migrate customer activities from all four systems into Salesforce.
- C. Use a customer data mart to create the 360 degree view of the customer.
- D. Periodically upload summary information in Salesforce to build a 360 degree view.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 41

UC has to build a B2C ecommerce site on Heroku that shares customer and order data with a Heroku Postgres database. UC is currently utilizing Postgres as the single source of truth for both customers and orders. UC has asked a data architect to replicate the data into Salesforce so that Salesforce can now act as the system of record.

What are the 3 considerations that data architect should weigh before implementing this requirement? Choose

23 answers:

- A. - Heroku Connect is required but this is confusing
- B. Consider whether the data is required for sales reports, dashboards and KPI's.
- C. Ensure there is a tight relationship between order data and an enterprise resource planning (ERP) application.
- D. A selection of the tool required to replicate the data.
- E. Determine if the data is driver of key process implemented within Salesforce.
- F. Ensure the data is CRM center and able to populate standard of custom objects.

Answer: (SHOW ANSWER)

NEW QUESTION: 42

A large Automobile company has implemented SF for its Sales Associates. Leads flow from its website to SF using a batch integration in SF. The Batch job connects the leads to Accounts in SF. Customer visiting their retail stores are also created in SF as Accounts.

The company has noticed a large number of duplicate accounts in SF. On analysis, it was found that certain customers could interact with its website and also visit the store. The Sales associates use Global Search to search for customers in Salesforce before they create the customers.

Which scalable option should a data Architect choose to implement to avoid duplicates?

- A. Customize Account creation process to search if customer exists before creating an Account.
- B. Implement a MDM solution to validate the customer information before creating Accounts in SF.
- C. Create duplicate rules in SF to validate duplicates during the account creation process
- D. Build Custom search based on fields on Accounts which can be matched with customer when they visit the store

Answer: C (LEAVE A REPLY)

NEW QUESTION: 43

Developers at Universal Containers need to build a report for the business which displays Accounts opened in the past year grouped by industry. This report will also include information from contacts, opportunities, and orders. There are several million Accounts in the system. Which two options should be recommended to make this report perform well and satisfy the business need?

- A. Use an indexed data field with bounded data filters.
- B. Use triggers to populate denormalized related fields on the Account.
- C. Use unbounded date ranges to filter the report.
- D. Use Formula fields to surface information I related entities on the report.

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 44

Get Cloudy Consulting is migrating their legacy system's users and data to Salesforce. They will be creating

15,000 users, 1.5 million Account records, and 15 million Invoice records. The visibility of these records is controlled by a 50 owner and criteria-based sharing rules.

Get Cloudy Consulting needs to minimize data loading time during this migration to a new organization.

Which two approaches will accomplish this goal? (Choose two.)

- A. Create the users, upload all data, and then deploy the sharing rules.
- B. Contact Salesforce to activate indexing before uploading the data.

- C. Defer sharing calculations until the data has finished uploading.
- D. First, load all account records, and then load all user records.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 45

Universal Containers (UC) is facing data quality issues where Sales Reps are creating duplicate customer accounts, contacts, and leads. UC wants to fix this issue immediately by prompting users about a record that possibly exists in Salesforce. UC wants a report regarding duplicate records. What would be the recommended approach to help UC start immediately?

- A. Create a duplicate rule for account, lead, and contact, use standard matching rules for these objects, and set the action to block for both creates and edits.
- B. Create a before insert and update trigger on account, contact, and lead, and send an error if a duplicate is found using a custom matching criteria.
- C. Create an after insert and update trigger on the account, contact and lead, and send an error if a duplicate is found using a custom matching criteria.
- D. Create a duplicate rule for account, lead, and contact, use standard matching rules for these objects, and set the action to report and alert for both creates and edits.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 46

Universal Containers (UC) is concerned that data is being corrupted daily either through negligence or maliciousness. They want to implement a backup strategy to help recover any corrupted data or data mistakenly changed or even deleted. What should the data architect consider when designing a field -level audit and recovery plan?

- A. Reduce data storage by purging old data.
- B. Implement an AppExchange package.
- C. Schedule a weekly export file.
- D. Review projected data storage needs.

Answer: A ([LEAVE A REPLY](#))

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NEW QUESTION: 47

A data architect has been tasked with optimizing a data stewardship engagement for a Salesforce instance. Which three areas of Salesforce should the architect review before proposing any design recommendation?

Choose 3 answers

- A. Run key reports to determine what fields should be required.
- B. Review the metadata XML files for redundant fields to consolidate.
- C. Export the setup audit trail to review what fields are being used.
- D. Review the sharing model to determine impact on duplicate records.
- E. Determine if any integration points create records in Salesforce.

Answer: A,B,D ([LEAVE A REPLY](#))

NEW QUESTION: 48

(NTO) has multiple Salesforce orgs based on geographical reports (AMER, EMEA, APAC). NTO products are in the AMER org and need to be created in the EMEA and APAC after the products are approved.

Which two features should a data architect recommend to share records between Salesforce orgs? Choose 2.

- A. Salesforce Connect
- B. Federation Search
- C. Change Data Capture (CDC)
- D. Salesforce 2 Salesforce

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 49

Universal Containers wants to implement a data-quality process to monitor the data that users are manually entering into the system through the Salesforce UI. Which approach should the architect recommend?

- A. Utilize a 3rd-party solution from the AppExchange for data uploads.
- B. Use Apex to validate the format of phone numbers and postal codes.
- C. Utilize an app from the AppExchange to create data-quality dashboards.
- D. Allow users to import their data using the Salesforce Import tools.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 50

UC has a roll-up summary field on Account to calculate the count of contacts associated with an account. During the account load, SF is throwing an "Unable to lock a row" error.

Which solution should a data architect recommend, to resolve the error?

- A. Leverage data loader platform API to load data.
- B. Perform Batch job in serial mode and reduce batch size
- C. Perform Batch job in parallel mode and reduce Batch size
- D. Defer roll-up summary fields calculation during data migration.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 51

Universal Containers (UC) has implemented Sales Cloud and it has been noticed that Sales reps are not entering enough data to run insightful reports and dashboards. UC executives would like to monitor and measure data quality metrics. What solution addresses this requirement?

- A. Export the data to an enterprise data warehouse and use BI tools for data quality.
- B. Use third-party AppExchange tools to monitor and measure data quality.
- C. Use custom objects and fields to calculate data quality.
- D. Generate reports to view the quality of sample data.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 52

NTO has implemented salesforce for its sales users. The opportunity management in salesforce is implemented as follows:

1. Sales users enter their opportunities in salesforce for forecasting and reporting purposes.
2. NTO has a product pricing system (PPS) that is used to update opportunity amount field on opportunities on a daily basis.
3. PPS is the trusted source within the NTO for opportunity amount.
4. NTO uses opportunity forecast for its sales planning and management.

Sales users have noticed that their updates to the opportunity amount field are overwritten when PPS updates their opportunities.

How should a data architect address this overriding issue?

- A. Create a custom field for opportunity amount that sales users update separating the fields that PPS updates.
- B. Change opportunity amount field access to read only for sales users using field level security.
- C. Change PPS integration to update only opportunity amount fields when values is NULL.
- D. Create a custom field for opportunity amount that PPS updates separating the field that sales user updates.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 53

The Chief Technology Officer (CTO) of Ursa Major Solar wants error messages to appear when a future date is detected in a custom AnniversaryDate_c field on the Contact object. Additionally, the CTO wants the ability to translate the error messages.

Which two approaches should an Architect use to fulfill this requirement? (Choose two.)

- A. Create a validation rule and translate the error message with translation workbench.

- B. Create a trigger on Contact and add an error to the record with a custom label.
- C. Implement an external validation API with translation functionality.
- D. Create a workflow field update to set the standard ErrorMessage field.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 54

Members of DreamHouse Realty sales team are reporting that searches are yielding too many irrelevant, outdated records. Management requires that data for historical reporting. DreamHouse Realty has enough data storage.

In this situation, which strategy should a data architect use to ensure a better user experience for the Sales Reps?

- A. Hide old data from Sales Reps by setting data access to Private.
- B. Archive and purge old data from Salesforce on a monthly basis.
- C. Use Batch Apex to archive old data on a rolling nightly basis.
- D. Hide old data from Sales Reps by creating a Permission Set.

Answer: B ([LEAVE A REPLY](#))

Explanation/Reference:

NEW QUESTION: 55

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. Email all customer and asked them to verify their information and to call NTO if their address is incorrect.
- C. Delete contacts when the mail is returned to save postal cost to NTO.
- D. Have the sales team to call all existing customers and ask to verify the contact details.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 56

NTO has decided that it is going to build a channel sales portal with the following requirements:

1. External resellers are able to authenticate to the portal with a login.
2. Lead data, opportunity data and order data are available to authenticated users.
3. Authenticated users many need to run reports and dashboards.
4. There is no need for more than 10 custom objects or additional file storage.

Which community cloud license type should a data architect recommend to meet the portal requirements?

- A. Lightning external apps starter.
- B. Customer community plus.
- C. Partner community.

D. Customer community.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 57

Get Cloudy Consulting is migrating their legacy system's users and data to Salesforce. They will be creating 15,000 users, 1.5 million Account records, and 15 million Invoice records. The visibility of these records is controlled by a 50 owner and criteria-based sharing rules.

Get Cloudy Consulting needs to minimize data loading time during this migration to a new organization.

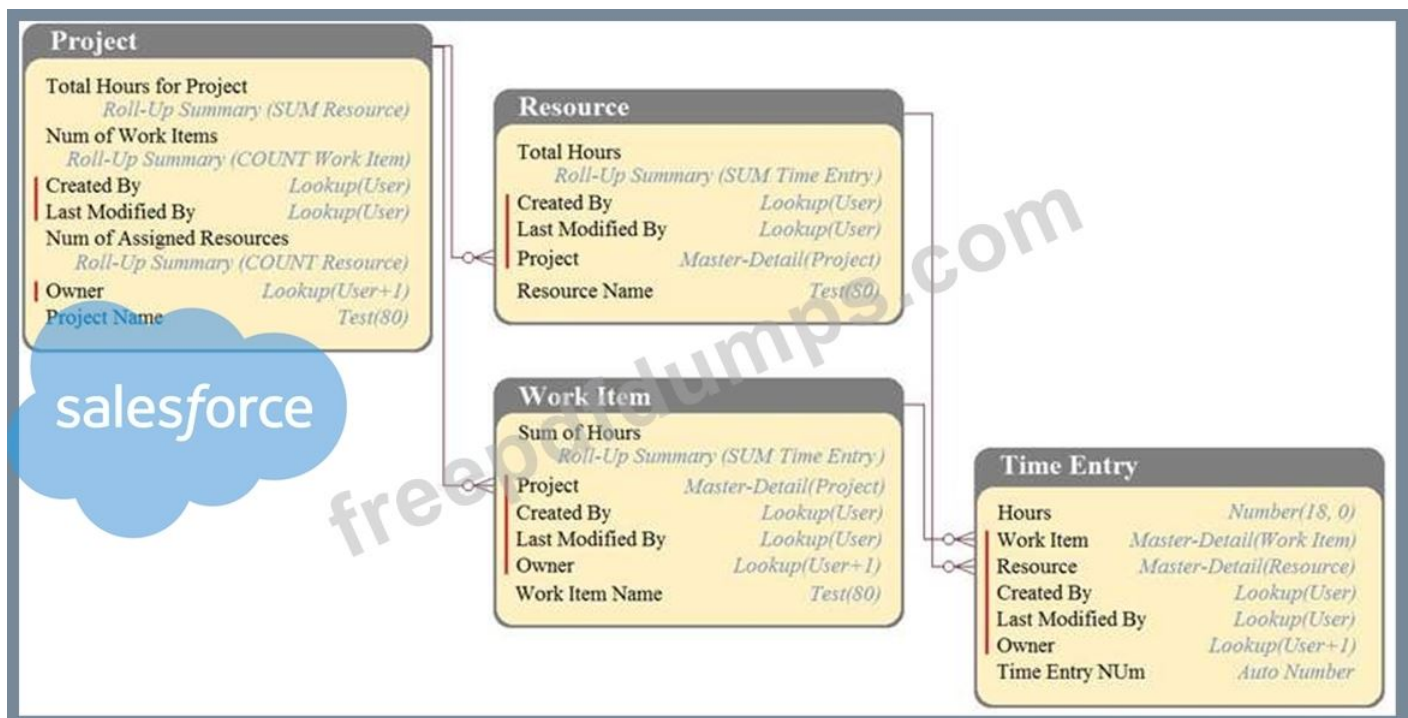
Which two approaches will accomplish this goal? (Choose two.)

- A. First, load all account records, and then load all user records.
- B. Contact Salesforce to activate indexing before uploading the data.
- C. Defer sharing calculations until the data has finished uploading.
- D. Create the users, upload all data, and then deploy the sharing rules.

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 58

DreamHouse Realty has a data model as shown in the image. The Project object has a private sharing model, and it has Roll-Up summary fields to calculate the number of resources assigned to the project, total hours for the project, and the number of work items associated to the project. There will be a large amount of time entry records to be loaded regularly from an external system into Salesforce.



- A. Calculate summary values instead of Roll-Up by using triggers.
- B. Calculate summary values instead of Roll-Up by using workflow.
- C. Load all data after deferring sharing calculations.
- D. Load all data using external IDs to link to parent records.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 59

Universal Containers has a legacy system that captures Conferences and Venues. These Conferences can occur at any Venue. They create hundreds of thousands of Conferences per year. Historically, they have only used 20 Venues. Which two things should the data architect consider when denormalizing this data model into a single Conference object with a Venue picklist? Choose 2 answers

- A. Org data storage limitations.
- B. Limitations on master -detail relationships.
- C. Bulk API limitations on picklist fields.
- D. Standard list view in -line editing.

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 60

UC has one SF org (Org A) and recently acquired a secondary company with its own Salesforce org (Org B).

UC has decided to keep the orgs running separately but would like to bidirectionally share opportunities between the orgs in near-real time.

Which 3 options should a data architect recommend to share data between Org A and Org B? Choose 3 answers.

- A. Leverage Heroku Connect and Heroku Postgres to bidirectionally sync Opportunities.
- B. Leverage middleware tools to bidirectionally send Opportunity data across orgs.
- C. Install a 3rd party AppExchange tool to handle the data sharing
- D. Develop an Apex class that pushes opportunity data between orgs daily via the Apex schedule.
- E. Use Salesforce Connect and the cross-org adapter to visualize Opportunities into external objects

Answer: B,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 61

Universal Containers uses Salesforce to track its sales opportunities. The Sales VP would like to better understand key relevant performance figures and help the Sales Managers take corrective actions where appropriate. What reporting option should be considered?

- A. Lead conversion rate report
- B. Sales KPI Dashboard
- C. Opportunity analytic snapshot
- D. Case SLA performance report

Answer: ([SHOW ANSWER](#))

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https://www.actual4test.com/Data-Architecture-And-Management-Designer_examcollection.html (224 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

NEW QUESTION: 62

Universal Containers has defined a new Data Quality Plan for their Salesforce data and wants to know how they can enforce it throughout the organization. Which two approaches should an architect recommend to enforce this new plan?

Choose 2 answers

- A. Store all data in an external system and set up an integration to Salesforce for view - only access.
- B. Schedule reports that will automatically catch duplicates and merge or delete the records every week.
- C. Schedule a weekly dashboard displaying records that are missing information to be sent to managers for review.
- D. Use Workflow, Validation Rules, and Force.com code (Apex) to enforce critical business processes.

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 63

Universal Containers (UC) has a complex system landscape and is implementing a data governance program for the first time Which two first steps would be appropriate for UC to initiate an assessment of data architecture? Choose 2 answers

- A. Engage with IT program managers to assess current velocity of projects in the pipeline.
- B. Engage with database administrators to assess current database performance metrics.
- C. Engage with executive sponsorship to assess enterprise data strategy and goals.
- D. Engage with business units and IT to assess current operational systems and data models.

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 64

Universal Containers (UC) is implementing Salesforce and will be using Salesforce to track customer complaints, provide white papers on products, and provide subscription (fee)-based support.

Which license type will UC users need to fulfill UC's requirements?

- A. Salesforce License
- B. Lightning Platform Starter License
- C. Service Cloud License
- D. Sales Cloud License

Answer: C (LEAVE A REPLY)

Explanation/Reference: <https://www.salesforce.com/products/service-cloud/pricing/>

NEW QUESTION: 65

What are two valid metadata types that should be included to document the data architecture of a Salesforce org? Choose 2 answers

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

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 66

Universal Containers wishes to send data from Salesforce to an external system to generate invoices from their Order Management System (OMS). They want a Salesforce administrator to be able to customize which fields be sent to the external system without modifying code. What two approaches should an architect recommend to deliver the desired solution? Choose 2 answers

- A. A Field Set that determines which fields to send in an HTTP callout.
- B. An Outbound Message to determine which fields to send to the OMS.
- C. Enable the field-level security permissions for the fields to send.
- D. A set<subjectFieldset> to determine which fields to send in an HTTP callout.

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 67

Universal Containers (UC) has implemented Sales Cloud for its entire sales organization, UC has built a custom object called projects_c that stores customers project detail and employee bitable hours.

The following requirements are needed:

A subnet of individuals from the finance team will need to access to the projects object for reporting and adjusting employee utilization.

The finance users will not access to any sales objects, but they will need to interact with the custom object.

Which license type a data architect recommend for the finance team that best meets the requirements?

- A. Service Cloud
- B. Sales Cloud

- C. Light Platform Start
- D. Lighting platform plus

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 68

Universal Containers has two systems. Salesforce and an on -premise ERP system. An architect has been tasked with copying Opportunity records to the ERP once they reach a Closed/Won Stage. The Opportunity record in the ERP system will be read-only for all fields copied in from Salesforce. What is the optimal real-time approach that achieves this solution?

- A. Implement an hourly integration to send Salesforce Opportunities to the ERP system.
- B. Implement a Master Data Management system to determine system of record.
- C. Implement a workflow rule that sends Opportunity data through Outbound Messaging.
- D. Have the ERP poll Salesforce nightly and bring in the desired Opportunities.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 69

Universal Containers (UC) has built a B2C ecommerce site on Heroku that shares customer and order data with a Heroku Postgres database. UC is currently utilizing Postgres as the Single Source of Truth for both customers and orders. UC has asked a data architect to replicate this data into Salesforce so that Salesforce can now act as the System of Record.

What are the three considerations that a data architect should weigh before implementing this requirement?

(Choose three.)

- A. Determine if the data is a driver of key processes implemented within Salesforce.
- B. Ensure there is a tight relationship between order data and an enterprise resource planning (ERP) application.
- C. A selection of the tool required to replicate the data.
- D. Consider whether the data is required for sales reports, dashboards, and KPIs.
- E. Ensure the data is CRM-centric and able to populate standard or custom objects.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 70

Ursa Major Solar plans to use Salesforce to manage their sales organization. However, the company has legacy account data from two aging systems that must be migrated into Salesforce. The Chief Technology Officer (CTO) at Ursa Major Solar is concerned about data duplication and needs it minimized.

What are two design considerations an Architect should take in this scenario? (Choose two.)

- A. Check and prevent duplicates by using a workflow.
- B. Use Salesforce matching and duplicate rules.
- C. Before importing into Salesforce, clean the data.
- D. Import the data concurrently.

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 71

Northern Trail Outfitters (NTO) has the following systems:

Customer master-source of truth for customer information

Service cloud-customer support

Marketing cloud-marketing support

Enterprise data warehouse-business reporting

The customer data is duplicated across all these system and are not kept in sync. Customers are also complaining that they get repeated marketing emails and have to call into update their information.

NTO is planning to implement master data management (MDM) solution across the enterprise.

Which three data will an MDM tool solve?

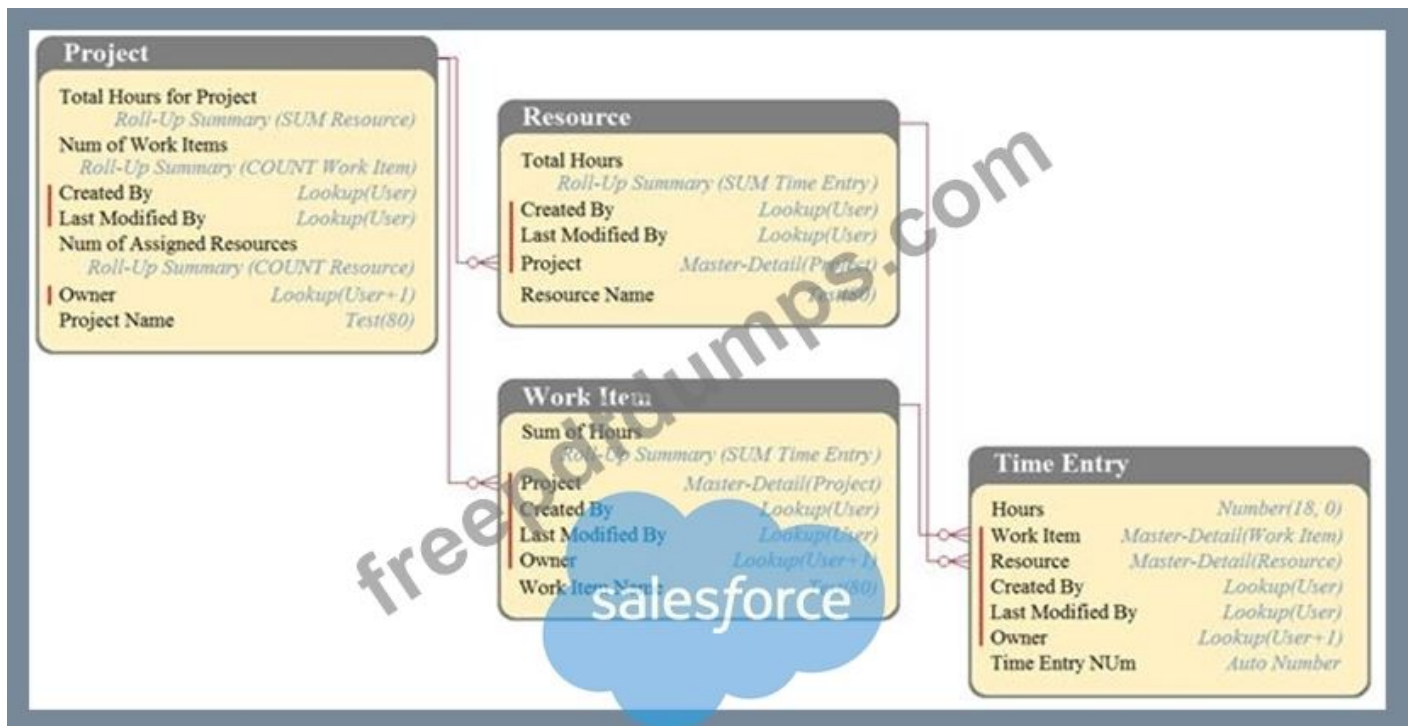
Choose 3 answers

- A. Data standardization
- B. Data completeness
- C. Data accuracy and quality
- D. Data duplication
- E. Data loss and recovery

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 72

DreamHouse Realty has a data model as shown in the image. The Project object has a private sharing model, and it has Roll-Up summary fields to calculate the number of resources assigned to the project, total hours for the project, and the number of work items associated to the project. There will be a large amount of time entry records to be loaded regularly from an external system into Salesforce.



What should the Architect consider in this situation?

- A. Load all data using external IDs to link to parent records.
- B. Calculate summary values instead of Roll-Up by using workflow.
- C. Load all data after deferring sharing calculations.
- D. Calculate summary values instead of Roll-Up by using triggers.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 73

Company S was recently acquired by Company

T. As part of the acquisition, all of the data for the Company S's Salesforce instance (source) must be migrated into the Company T's Salesforce instance (target). Company S has 6 million Case records.

An Architect has been tasked with optimizing the data load time.

What should the Architect consider to achieve this goal?

- A. Directly leverage Salesforce-to-Salesforce functionality to load Case data.
- B. Utilize the Salesforce Org Migration Tool from the Setup Data Management menu.
- C. Pre-process the data, then use Data Loader with SOAP API to upsert with zip compression enabled.
- D. Load the data in multiple sets using Bulk API parallel processes.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 74

Universal Containers (UC) has implemented Sales Cloud for its entire sales organization. UC has built a custom object called Projects_c that stores customer project details and employee billable hours.

The following requirements are needed:

1. A subset of individuals from the finance team will need access to the Projects object for reporting and adjusting employee utilization.
2. The finance users will not need access to any sales objects, but they will need to interact with the custom object.

Which license type should a data architect recommend for the finance team that best meets the requirements?

- A. Service Cloud
- B. Sales Cloud
- C. Lightning Platform Starter
- D. Lightning Platform Plus

Answer: D (LEAVE A REPLY)

NEW QUESTION: 75

Ursa Major Solar is performance testing a Lightning Platform application.

Which two statements are true about this testing? (Choose two.)

- A. Applications with highly customized code or large volumes should be performance tested.
- B. Every Lightning Platform application must be performance tested in a sandbox as well as production.
- C. Application performance benchmarked in a sandbox can also be expected in production.
- D. A performance test plan must be created and submitted to Salesforce customer support.

Answer: (SHOW ANSWER)

NEW QUESTION: 76

Universal Containers (UC) has users complaining about reports timing out or simply taking too long to run. What two actions should the data architect recommend to improve the reporting experience? Choose 2 answers

- A. Enable Divisions for large data objects.
- B. Share each report with fewer users.
- C. Index key fields used in report criteria.
- D. Create one skinny table per report.

Answer: C,D (LEAVE A REPLY)

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NEW QUESTION: 77

Universal Containers (UC) wants to capture information on how data entities are stored within the different applications and systems used within the company. For that purpose, the architecture team decided to create a data dictionary covering the main business domains within UC. Which two common techniques are used building a data dictionary to store information on how business entities are defined?

- A. Use the Salesforce Metadata API.
- B. Use a data definition language.
- C. Use Salesforce Object Query Language.
- D. Use an entity relationship diagram.

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 78

Northern Trail Outfitters (NTO) wants to implement backup and restore for Salesforce data, Currently, it has data backup processes that runs weekly, which back up all Salesforce data to an enterprise data warehouse (EDW). NTO wants to move to daily backups and provide restore capability to avoid any data loss in case of outage.

What should a data architect recommend for a daily backup and restore solution?

- A. Use ETL for backup and restore from EDW.
- B. Change weekly backup process to daily backup, and implement a custom restore solution.
- C. Use AppExchange package for backup and restore.
- D. Use Bulk API to extract data on daily basis to EDW and REST API for restore.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 79

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 80

Universal Containers (UC) uses the following Salesforce products:

Sales Cloud for customer management.

Marketing Cloud for marketing.

Einstein Analytics for business reporting.

UC occasionally gets a list of prospects from third-party source as comma-separated values (CSV) files for marketing purposes. Historically, UC would load contact Lead object in Salesforce and sync to Marketing Cloud to send marketing communications. The number of records in the Lead object has grown over time and has been consuming large amounts of storage in Sales Cloud, UC is looking for recommendations to reduce the storage and advice on how to optimize the marketing Cloud to send marketing communications. The number of records in the Lead object has grown over time and has been consuming large amounts of storage in Sales Cloud, UC is looking for recommendations to reduce the storage and advice on how to optimize the marketing process.

What should a data architect recommend to UC in order to immediately avoid storage issues in the future?

A. Load the contacts directly to Marketing Cloud and have a reconciliation process to track prospects that are converted to customers.

B. Load the CSV files in Einstein Analytics and sync with Marketing Cloud prior to sending marketing communications ;

C. Continue to use the existing process to use Lead object to sync with Marketing Cloud and delete Lead records from Sales after the sync is complete.

D. Load the CSV files in an external database and sync with Marketing Cloud prior to sending marketing communications.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 81

UC is planning a massive SF implementation with large volumes of data. As part of the org's implementation, several roles, territories, groups, and sharing rules have been configured. The data architect has been tasked with loading all of the required data, including user data, in a timely manner.

What should a data architect do to minimize data load times due to system calculations?

A. Load the data through data loader, and turn on parallel processing.

B. Enable granular locking to avoid "UNABLE _TO_LOCK_ROW" error.

C. Enable defer sharing calculations, and suspend sharing rule calculations

D. Leverage the Bulk API and concurrent processing with multiple batches

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 82

A company has 12 million records, and a nightly integration queries these records.

Which two areas should a Data Architect investigate during troubleshooting if queries are timing out? (Choose two.)

A. Create custom indexes on the fields used in the filter criteria.

B. Create a formula field instead of having multiple filter criteria.

C. Make sure the query doesn't contain NULL in any filter criteria.

D. Modify the integration users' profile to have View All Data.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 83

UC is trying to switch from legacy CRM to salesforce and wants to keep legacy CRM and salesforce in place till all the functionality is deployed in salesforce. The want to keep data in synch b/w Salesforce, legacy CRM and SAP. What is the recommendation.

- A. Do not integrate legacy CRM to Salesforce, but integrate salesforce to SAP
- B. Integrate SAP with Salesforce, SAP to legacy CRM but not legacy CRM to Salesforce
- C. Suggest MDM solution and link MDM to salesforce and SAP
- D. Integrate legacy CRM to salesforce and keep data in synch till new functionality is in place

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 84

What are two key artifacts used to document the data architecture for a multi -system enterprise Salesforce implementation? Choose 2 answers

- A. User stories
- B. Data model
- C. Non-functional requirements
- D. Integration specification

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 85

Universal Containers developers have created a new Lightning component that uses an Apex controller using a SOQL query to populate a custom list view. Users are complaining that the component often fails to load and returns a time-out error.

What tool should a data architect use to identify why the query is taking too long?

- A. Enable and use the Query Plan tool in the developer console
- B. Use Splunk to query the system logs looking for transaction time and CPU usage
- C. Use Salesforce's query optimizer to analyze the query in the developer console
- D. Open a ticket with Salesforce support to retrieve transaction logs to be analyzed for processing time

Answer: C ([LEAVE A REPLY](#))

Explanation

Explanation/Reference:

https://trailhead.salesforce.com/content/learn/modules/database_basics_dotnet/writing_efficient_queries

NEW QUESTION: 86

A large retail B2C customer wants to build a 360 view of its customer for its call center agents. The customer interaction is currently maintained in the following system: 1. Salesforce CRM

2. Custom billing solution
3. Customer Master Data management (MDM)
4. Contract Management system
5. Marketing solution

What should a data architect recommend that would help upgrade uniquely identify customer across multiple systems:

- A. Store the salesforce id in all the solutions to identify the customer.
- B. Create a customer data base and use this id in all systems.
- C. Create a custom field as external id to maintain the customer Id from the MDM solution.
- D. Create a custom object that will serve as a cross reference for the customer id.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 87

A casino is implementing salesforce and is planning to build a customer 360 view for a customer who visits its resorts. The casino currently maintained the following systems that records customer activity:

1. Point of sales system: All purchases for a customer.
2. Salesforce: All customer service activity and sales activity for a customer.
3. Mobile app: All bookings, preferences and browser activity for a customer.
4. Marketing: All email, SMS and social campaigns for a customer.

Customer service agents using salesforce would like to view the activities from all system to provide supports to customers. The information has to be current and real time.

What strategy should the data architect implement to satisfy this requirement?

- A. Periodically upload summary information in salesforce to build 360 view.
- B. Explore external data sources in salesforce to build 360 view of customer.
- C. Migrate customer activities from all 4 systems into salesforce.
- D. Use a customer data mart to view the 360 view of customer.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 88

A customer wants to maintain geographic location information including latitude and longitude in a custom object. What would a data architect recommend to satisfy this requirement?

- A. Create a geolocation custom field to maintain this requirement
- B. Create custom fields to maintain latitude and longitude information
- C. Create formula fields with geolocation function for this requirement.
- D. Recommend app exchange packages to support this requirement.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 89

Universal Container has implemented Sales Cloud to manage patient and related health records. During a recent security audit of the system it was discovered that some standard and custom fields need to be encrypted.

Which solution should a data architect recommend to encrypt existing fields?

- A. Implement shield platform encryption to encrypt standard fields
- B. Implement classic encryption to encrypt custom and standard fields.
- C. Export data out of Salesforce and encrypt custom and standard fields.
- D. Use Apex Crypto Class to encrypt custom and standard fields.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 90

In their legacy system, Universal Containers has a monthly accounts receivable report that compiles data from Accounts, Contacts, Opportunities, Orders, and Order Line Items. What difficulty will an architect run into when implementing this in Salesforce?

- A. A report cannot contain data from Accounts and Contacts.
- B. Salesforce allows up to four objects in a single report type.
- C. Salesforce does not support Orders or Order Line Items.
- D. Custom report types cannot contain Opportunity data.

Answer: (SHOW ANSWER)

NEW QUESTION: 91

As part of addressing general data protection regulation (GDPR) requirements, UC plans to implement a data classification policy for all its internal systems that store customer information, including Salesforce.

What should a data architect recommend so that UC can easily classify consumer information maintained in Salesforce under both standard and custom objects?

- A. Use data classification metadata fields available in field definition.
- B. Create a custom picklist field to capture classification of information on customer.
- C. Build reports for customer information and validate.
- D. Use App Exchange products to classify fields based on policy.

Answer: (SHOW ANSWER)

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NEW QUESTION: 92

Universal Containers wants their Shipment custom object to always relate to a Container, a Sender, and a Receiver (all separate custom objects). If a Shipment is currently associated with a Container, Sender, or Receiver, deletion of those records should not be allowed. They also want separate sharing models on each custom object. What approach should an architect take to fulfill these requirements?

- A. Create a required Lookup relationship to each of the three parent records.
- B. Use a VLOOKUP formula field to associate the Shipment to each parent record.
- C. Create a Master -Detail relationship to each of the three parent records.
- D. Create two Master -Detail and one Lookup relationship to the parent records.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 93

Universal Containers (UC) maintains a collection of several million Account records that represent business in the United States. As a logistics company, this list is one of the most valuable and important components of UC's business, and the accuracy of shipping addresses is paramount. Recently it has been noticed that too many of the addresses of these businesses are inaccurate, or the businesses don't exist. Which two scalable strategies should UC consider to improve the quality of their Account addresses?

- A. Integrate with a third-party database or services for address validation and enrichment.
- B. Build a team of employees that validate Accounts by searching the web and making phone calls.
- C. Contact each business on the list and ask them to review and update their address information.
- D. Leverage Data.com Clean to clean up Account address fields with the D&B database.

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 94

UC is building a salesforce application to track contacts and their respective conferences that they have attended with the following requirements:

1. Contacts will be stored in the standard contact object.
2. Conferences will be stored in a custom conference__c object.
3. Each contact may attend multiple conferences and each conference may be related to multiple contacts.

How should a data architect model the relationship between the contact and conference objects?

- A. Create a master detail relationship field on the Conference object.
- B. Create a master detail relationship field on the Contact object.
- C. Create a lookup relationship field on contact object.

D. Implement a Contact Conference junction object with master detail relationship to both contact and conference__c.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 95

An Architect needs to document the data architecture for a multi-system, enterprise Salesforce implementation.

Which two key artifacts should the Architect use? (Choose two.)

- A. Integration specification
- B. Data model
- C. Non-functional requirements
- D. User stories

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 96

Ursa Major Solar has 4 million rows of data in Salesforce that are used in reports to assess historical trends.

Both performance and data storage limits have become an issue.

Which two strategies are appropriate when discussing the issue with stakeholders? (Choose two.)

- A. Utilize scheduled batch Apex to copy aggregate information into a custom object and delete the original records.
- B. Configure the Salesforce Archiving feature to archive older records and remove them from the data storage limits.
- C. Utilize Data Loader to extract data, aggregate it, and write it back to a custom object, then delete the original records.
- D. Combine Analytics Snapshots with a purging plan by reporting on the snapshot data and deleting the original records.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 97

The architect is planning a large data migration for Universal Containers from their legacy CRM system to Salesforce. What three things should the architect consider to optimize performance of the data migration? Choose 3 answers

- A. Review the time zones of the User loading the data.
- B. Defer sharing calculations of the Salesforce Org.
- C. Remove custom indexes on the data being loaded.
- D. Deactivate approval processes and workflow rules.
- E. Determine if the legacy system is still in use.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 98

UC has to built a B2C ecommerce site on Heroku that shares customer and order data with a Heroku Postgres database. UC is currently utilizing Postgres as the single source of truth for both customers and orders. UC has asked a data architect to replicate the data into salesforce so that salesforce can now act as the system of record.

What are the 3 considerations that data architect should weigh before implementing this requirement? Choose 23 answers:

- A.** A selection of the tool required to replicate the data.
 - a. - Heroku Connect is required but this is confusing
- B.** Ensure there is a tight relationship between order data and an enterprise resource planning (ERP) application.
- C.** Consider whether the data is required for sales reports, dashboards and KPI's.
- D.** Determine if the data is driver of key process implemented within salesforce.
- E.** Ensure the data is CRM center and able to populate standard of custom objects.

Answer: D,E ([LEAVE A REPLY](#))

NEW QUESTION: 99

Universal Containers has a custom object with millions of rows of data.

When executing SOQL queries, which three options prevent a query from being selective? (Choose three.)

- A.** Performing large loads and deletions.
- B.** Using leading % wildcards.
- C.** Using a custom index on a deterministic formula field.
- D.** Using trailing % wildcards.
- E.** Using NOT and != operators.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 100

UC developers have created a new lightning component that uses an Apex controller using a SOQL query to populate a custom list view. Users are complaining that the component often fails to load and returns a time-out error.

What tool should a data architect use to identify why the query is taking too long?

- A.** Use Splunk to query the system logs looking for transaction time and CPU usage.
- B.** Open a ticket with salesforce support to retrieve transaction logs to e analyzed for processing time.
- C.** Use salesforce's query optimizer to analyze the query in the developer console.
- D.** Enable and use the query plan tool in the developer console.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 101

Get Cloudy Consulting is migrating their legacy system's users and data to Salesforce. They will be creating

15,000 users, 1.5 million Account records, and 15 million Invoice records. The visibility of these records is controlled by a 50 owner and criteria-based sharing rules.

Get Cloudy Consulting needs to minimize data loading time during this migration to a new organization.

Which two approaches will accomplish this goal? (Choose two.)

- A. Load all account records, and then load all user records.
- B. Defer sharing calculations until the data has finished uploading.
- C. Create the users, upload all data, and then deploy the sharing rules.
- D. Contact Salesforce to activate indexing before uploading the data.

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 102

Ursa Major Solar provides home installment services to its customers. To track these home installments, the company uses Opportunities. At any given time, the status of the home installments can be one of the 10 values. Currently, Ursa Major Solar has 189,000 Opportunity records.

An Architect needs to create a new field to track home installment status opportunity while also improving data quality and avoiding data skew.

What should the Architect do?

- A. Create a Lookup to custom object InstallmentStatus_c.
- B. Create a text field and make it an external ID.
- C. Create a Master-Detail to custom object InstallmentStatus_c.
- D. Create a picklist field, values sorted alphabetically.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 103

A shipping and logistics company has created a large number of reports within Sales Cloud since Salesforce was introduced. Some of these reports analyze large amounts of data regarding the whereabouts of the company's containers, and they are starting to time out when users are trying to run the reports. What is a recommended approach to avoid these time-out issues?

- A. Improve reporting performance by replacing the existing reports in Sales Cloud with new reports based on Analytics Cloud.
- B. Improve reporting performance by creating an Apex trigger for the Report object that will pre-fetch data before the report is run.
- C. Improve reporting performance by creating a dashboard that is scheduled to run the reports only once per day.
- D. Improve reporting performance by creating a custom Visualforce report that is using a cache of the records in the report.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 104

A custom pricing engine for a Salesforce customer has to be decided by factors with the following hierarchy:

State in which the customer is located

City in which the customer is located if available

Zip code in which the customer is located if available

Changes to this information should have minimum code changes

What should a data architect recommend to maintain this information for the custom pricing engine that is to be built in Salesforce?

- A. Create a custom object to maintain the pricing criteria.
- B. Maintain require pricing criteria in custom metadata types.
- C. Configure the pricing criteria in price books.
- D. Assign the pricing criteria within customer pricing engine.

Answer: (SHOW ANSWER)

NEW QUESTION: 105

Universal Containers (UC) has adopted Salesforce as its primary sales automation tool. UC has 100,000 customers with a growth rate of 10% a year. UC uses an on-premise web-based billing and invoice system that generates over 1 million invoices a year supporting a monthly billing cycle.

The UC sales team needs to be able to pull up a customer record and view their account status, invoice history, and open opportunities without navigating outside of Salesforce.

What should a data architect use to provide the sales team with the required functionality?

- A. Create a mashup page that will present the billing system records within Salesforce.
- B. Create a custom object and migrate the last 12 months of invoice data into Salesforce so it can be displayed on the Account layout.
- C. Write an Apex callout and populate a related list to display on the account record.
- D. Create a visual force tab with the billing system encapsulated within an iframe.

Answer: A (LEAVE A REPLY)

Mashups use Salesforce presentation to display Salesforce-hosted data and externally hosted data.

Reference: [https://developer.salesforce.com/docs/atlas.en-](https://developer.salesforce.com/docs/atlas.en-us.salesforce_large_data_volumes_bp.meta/salesforce_large_data_volumes_bp/ldv_deployments_techniques_using_mashups.htm)

[us.salesforce_large_data_volumes_bp.meta/](https://developer.salesforce.com/docs/atlas.en-us.salesforce_large_data_volumes_bp.meta/salesforce_large_data_volumes_bp/ldv_deployments_techniques_using_mashups.htm)

[salesforce_large_data_volumes_bp/ldv_deployments_techniques_using_mashups.htm](https://developer.salesforce.com/docs/atlas.en-us.salesforce_large_data_volumes_bp.meta/salesforce_large_data_volumes_bp/ldv_deployments_techniques_using_mashups.htm)

NEW QUESTION: 106

A health care provider wishes to use Salesforce to track patient care. The following actions are in Salesforce

1. Payment Providers: Orgas who pay for the care 2 patients.
2. Doctors: They provide care plan for patients and need to support multiple patients, they are provided access to patient information.
3. Patients: They are individuals who need care.

A data architect needs to map the actor to Sf objects. What should be the optimal selection by the data architect?

- A. Patients as Person Accounts, Payment providers as Accounts, & Doctors as Person Account
- B. Patients as Accounts, Payment providers as Accounts, & Doctors as Person Accounts
- C. Patients as Contacts, Payment providers as Accounts, & Doctors as Accounts
- D. Patients as Person Accounts, Payment providers as Accounts, & Doctors as Contacts

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 107

Which three options can prevent your SOQL queries from being selective?

- A. Using NOT and != operators.
- B. Using a custom index on a deterministic formula field.
- C. Using leading % wildcards.
- D. Using trailing % wildcards.
- E. Performing large loads and deletions.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 108

UC has a classic encryption for Custom fields and is leveraging weekly data reports for data backups. During the data validation of exported data UC discovered that encrypted field values are still being exported as part of data exported. What should a data architect recommend to make sure decrypted values are exported during data export?

- A. Set a standard profile for Data Migration user, and assign view encrypted data
- B. Create another field to copy data from encrypted field and use this field in export
- C. Set up a custom profile for data migration user and assign view encrypted data.
- D. Leverage Apex class to decrypt data before exporting it.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 109

Universal Containers wishes to maintain Lead data from Leads even after they are deleted and cleared from the Recycle Bin. What approach should be implemented to achieve this solution?

- A. Query Salesforce with the queryAll API method or using the ALL ROWS SOQL keywords.
- B. Use a Lead standard report and filter on the IsDeleted standard field.
- C. Send data to a Data Warehouse and mark Leads as deleted in that system.
- D. Use a Converted Lead report to display data on Leads that have been deleted.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 110

Universal Containers (UC) has implemented Salesforce. UC is running out of storage and needs to have an archiving solution. UC would like to maintain two years of data in Salesforce and archive older data out of Salesforce.

Which solution should a data architect recommend as an archiving solution?

- A. Build a batch job to move all records off platform, and delete all records from Salesforce.
- B. Use a third-party backup solution to back up all data off platform.
- C. Build a batch job to move two-year-old records off platform, and delete old records from Salesforce.
- D. Build a batch job to move all records off platform, and delete old records from Salesforce.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 111

Northern Trail Outfitters (NTO) has multiple Salesforce orgs based on geographical regions (AMER, EMEA, APAC). NTO products are mastered in the AMER org and need to be created in the EMEA in APAC orgs after the products are approved.

Which two features should a data architect recommend to share records between Salesforce orgs? (Choose two.)

- A. Salesforce 2 Salesforce
- B. Change Data Capture (CDC)
- C. Federated Search
- D. Salesforce Connect

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 112

Universal Containers (UC) has deployed Salesforce to manage Marketing, Sales, and Support efforts in a multi-system ERP environment After reaching the limits of native reports & dashboards. UC leadership is looking to understand what options can be used to provide more analytical insights. What two approaches should an architect recommend? Choose 2 answers

- A. Wave Analytics
- B. Weekly Snapshots
- C. Setup Audit Trails
- D. AppExchange Apps

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 113

Get Cloudy Consulting uses an invoicing system that has specific requirements. One requirement is that attachments associated with the Invoice_c custom object be classified by Types (i.e., ""Purchase Order"", ""Receipt"", etc.) so that reporting can be performed on invoices showing the number of attachments grouped by Type.

What should an Architect do to categorize the attachments to fulfill these requirements?

- A.** Create a custom object related to the Invoice object with a picklist field for the Type.
- B.** Add additional options to the standard ContentType picklist field for the Attachment object.
- C.** Create a custom picklist field for the Type on the standard Attachment object with the values.
- D.** Add a ContentType picklist field to the Attachment layout and create additional picklist options.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 114

Universal Containers (UC) management has identified a total of ten text fields on the Contact object as important to capture any changes made to these fields, such as who made the change, when they made the change, what is the old value, and what is the new value. UC needs to be able to report on these field data changes within Salesforce for the past 3 months. What are two approaches that will meet this requirement? Choose 2 answers

- A.** Write an Apex trigger on Contact after insert event and after update events and store the old values in another custom object.
- B.** Create a Contact report including these ten fields and Salesforce Id, then schedule the report to run once a day and send email to the admin.
- C.** Create a workflow to evaluate the rule when a record is created and use field update actions to store previous values for these ten fields in ten new fields.
- D.** LII Turn on field Contact object history tracking for these ten fields, then create reports on contact history.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 115

A large automobile company has implemented Salesforce for its sales associates. Leads flow from its website to Salesforce using a batch integration in Salesforce. The batch job converts the leads to Accounts in Salesforce. Customers visiting their retail stores are also created in Salesforce as Accounts.

The company has noticed a large number of duplicate Accounts in Salesforce. On analysis, it was found that certain customers could interact with its website and also visit the store. The sales associates use Global Search to search for customers in Salesforce before they create the customers.

Which option should a data architect choose to implement to avoid duplicates?

- A.** Build a custom search functionality that allows sales associates to search for customer in real time upon visiting their retail stores.
- B.** leverage duplicate rules in Salesforce to validate duplicates during the account creation process.
- C.** Implement an MDM solution to validate the customer information before creating Salesforce.
- D.** Develop an Apex class that searches for duplicates and removes them nightly.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 116

To address different compliance requirements, such as general data protection regulation (GDPR), personally identifiable information (PII), of health insurance Portability and Accountability Act (HIPPA) and others, a SF customer decided to categorize each data element in SF with the following:

Data owner

Security Level, such as confidential

Compliance types such as GDPR, PII, HIPPA

A compliance audit would require SF admins to generate reports to manage compliance.

What should a data architect recommend to address this requirement?

- A.** Create a custom object and field to capture necessary compliance information and build custom reports.
- B.** Build reports for field information, then export the information to classify and report for Audits.
- C.** Use metadata API, to extract field attribute information and use the extract to classify and build reports
- D.** Use field metadata attributes for compliance categorization, data owner, and data sensitivity level.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 117

Universal Containers (UC) is implementing Salesforce Sales Cloud and Service Cloud. As part of their implementation, they are planning to create a new custom object (Shipments), which will have a lookup relationship to Opportunities. When creating shipment records, Salesforce users need to manually input a customer reference, which is provided by customers, and will be stored in the Customer_Reference__c text custom field. Support agents will likely use this customer reference to search for Shipment records when resolving shipping issues. UC is expecting to have around 5 million shipment records created per year. What is the recommended solution to ensure that support agents using global search and reports can quickly find shipment records?

- A.** Implement an archiving process for shipment records created after five years.
- B.** Implement an archiving process for shipment records created after three years.
- C.** Set Customer-Reference_c as an External ID (non-unique).
- D.** Set Customer-Reference_c as an External ID (unique).

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 118

An architect is planning on having different batches to load one million Opportunities into Salesforce using the Bulk API in parallel mode. What should be considered when loading the Opportunity records?

- A. Order batches by Auto -number field.
- B. Create indexes on Opportunity object text fields.
- C. Group batches by the AccountId field.
- D. Sort batches by Name field values.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 119

Salesforce is being deployed in Ursa Major Solar's disparate, multi-system ERP environment. Ursa major Solar wants to maintain data synchronization between systems. Which two techniques should be used to achieve this goal? (Choose two.)

- A. Build synchronization reports and dashboards.
- B. Integrate Salesforce with the ERP environment.
- C. Utilize workbench to update files within systems.
- D. Utilize an MDM strategy to outline a single source of truth.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 120

A large insurance provider is looking to implement Salesforce. The following conditions exist:

1. Multiple channels for lead acquisition
2. Duplicate leads across channels
3. Poor customer experience and higher costs

On analysis, it was found that there are duplicate leads that are resulting in multiple quotes and opportunities.

Which three actions should a data architect recommend to mitigate the issues? (Choose three.)

- A. Implement de-duplication strategy to prevent duplicate leads.
- B. Build process to manually search and merge duplicates.
- C. Build a custom solution to identify and merge duplicate leads.
- D. Standardize lead information across all channels.
- E. Implement third-party solution to clean and enrich lead data.

Answer: B,C,E ([LEAVE A REPLY](#))

Explanation/Reference: <https://docs.civicrm.org/user/en/latest/common-workflows/deduping-and-merging/>

<https://automationchampion.com/tag/identify-and-merge-duplicate-leads-in-lightning-experience/>

<https://launchpoint.marketo.com/assets/1598-openprise/10543-analyze-clean-enrich-and-unify-your-data/The-Complete-Enrichment-Survival-Guide-for-Marketing-and-Sales.pdf>

NEW QUESTION: 121

Universal Containers (UC) has a Salesforce instance with over 10,000 Account records. They have noticed similar, but not identical, Account names and addresses. What should UC do to ensure proper data quality?

- A. Use a service to standardize Account addresses, then use a 3rd -party tool to merge Accounts based on rules.
- B. Run a report, find Accounts whose name starts with the same five characters, then merge those Accounts.
- C. Make the Account Owner clean their Accounts' addresses, then merge Accounts with the same address.
- D. Enable Account de -duplication by creating matching rules in Salesforce, which will mass merge duplicate Accounts.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 122

Universal Containers has millions of cases and are running out storage. Some user groups need to have access to historical cases for up to seven years.

Which two solutions should a data architect recommend in order to minimize performance and storage issues?

(Choose two.)

- A. Export data out of Salesforce and store in flat files on external system
- B. Leverage big object to archive case data and Lightning components to show archived data
- C. Create a custom object to store case history and run reports on it
- D. Leverage on-premise data archival and build integration to view archived data

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 123

Universal Containers (UC) wants to store product data in Salesforce, but the standard Product object does not support the more complex hierarchical structure which is currently being used in the product master system.

How can UC modify the standard Product object model to support a hierarchical data structure in order to synchronize product data from the source system to Salesforce?

- A. Create an Apex trigger to synchronize the Product Family standard picklist field on the Product object.
- B. Create a custom lookup field on the standard Product to reference the child record in the hierarchy.
- C. Create a custom master-detail field on the standard Product to reference the child record in the hierarchy.
- D. Create a custom lookup field on the standard Product to reference the parent record in the hierarchy.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 124

Universal Containers (UC) is a business that works directly with individual consumers (B2C). They are moving from a current home-grown CRM system to Salesforce. UC has about one million consumer records.

What should the architect recommend for optimal use of Salesforce functionality and also to avoid data loading issues?

- A. Create a Custom Object Individual Consumer c to load all individual consumers.
- B. Create one Account and load individual consumers as Contacts linked to that one Account.
- C. Load one Account record and one Contact record for each individual consumer.
- D. Load all individual consumers as Account records and avoid using the Contact object.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 125

During the implementation of Salesforce a customer has the following requirements for Sales Order:

1. Sales Order information needs to be shown to users in Salesforce.
2. Sales Orders are maintained in the on-premise enterprise resource planning (ERP).
3. Sales Order information has more than 150 million records.
4. Sales Orders will not be updated in Salesforce.

What should a data architect recommend for maintaining Sales Orders in Salesforce?

- A. Use external objects to maintain Sales Orders in Salesforce.
- B. Use custom big objects to maintain Sales Orders in Salesforce.
- C. Use Standard Order object to maintain Sales Orders in Salesforce.
- D. Use custom objects to maintain Sales Orders in Salesforce.

Answer: A ([LEAVE A REPLY](#))

Order object with external systems to maintain a real-time order system and increase the productivity of your organization.

Reference:

<https://www.mstsolutions.com/technical/standard-order-object-in-salesforce/>

NEW QUESTION: 126

Which two statements are accurate with respect to performance testing a Force.com application?

- A. Application performance benchmarked in a sandbox can also be expected in production.
- B. Applications with highly customized code or large volumes should be performance tested.
- C. A performance test plan must be created and submitted to Salesforce customer support.
- D. All Force.com applications must be performance tested in a sandbox as well as production.

Answer: B,C (LEAVE A REPLY)

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