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QUESTION NO: 1

Universal Containers (UC) has several custom Visualforce applications have been developed in which users are able to edit Opportunity records. UC struggles with data completeness on their Opportunity records and has decided to make certain fields required that have not been in the past. The newly required fields are dependent on the Stage of the Opportunity, such that certain fields are only required once an Opportunity advances to later stages. There are two fields. What is the simplest approach to handle this new requirement?

- A. Update the Opportunity page layout to mark these fields as required.
- B. Use a validation rule for each field that takes the Stage into consideration.
- C. Update these Opportunity field definitions in Setup to be required.
- D. Write an Apex trigger that checks each field when records are saved.

ANSWER: B**QUESTION NO: 2**

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

ANSWER: B**QUESTION NO: 3**

Northern Trail Outfitters (NTO) has a variety of customers that include householder, businesses, and individuals.

The following conditions exist within its system:

NTO has a total of five million customers.

Duplicate records exist, which is replicated across many systems, including Salesforce.

Given these conditions, there is a lack of consistent presentation and clear identification of a customer record.

Which three option should a data architect perform to resolve the issues with the customer data?

- A. Create a unique global customer ID for each customer and store that in all system for referential identity.
- B. Use Salesforce CDC to sync customer data cross all systems to keep customer record in sync.
- C. Invest in data duplicate tool to de-dupe and merge duplicate records across all systems.
- D. Duplicate customer records across the system and provide a two-way sync of data between the systems.
- E. Create a customer master database external to Salesforce as a system of truth and sync the customer data with all systems.

ANSWER: A C E

QUESTION NO: 4

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

ANSWER: B

QUESTION NO: 5

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

ANSWER: A D

QUESTION NO: 6

UC is rolling out Sales App globally to bring sales teams together on one platform. UC expects millions of opportunities and accounts to be created and is concerned about the performance of the application.

Which 3 recommendations should the data architect make to avoid the data skew? Choose

3 answers.

- A. Use picklist fields rather than lookup to custom object.
- B. Limit assigning one user 10000 records ownership.
- C. Assign 10000 opportunities to one account.
- D. Limit associating 10000 opportunities to one account.
- E. Limit associating 10000 records looking up to same records.

ANSWER: B D

QUESTION NO: 7

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

ANSWER: C D E

QUESTION NO: 8

Universal Containers (UC) is in the process of migrating legacy inventory data from an enterprise resources planning (ERP) system into Sales Cloud with the following requirements:

Legacy inventory data will be stored in a custom child objects called Inventory_c.

Inventory data should be related to the standard Account object.

The Inventory_c object should inherit the same sharing rules as the Account object.

Anytime an Account record is deleted in Salesforce, the related Inventory_c record(s) should be deleted as well.

What type of relationship field should a data architect recommend in this scenario?

- A. Master-detail relationship field on Account, related to Inventory_c
- B. Master-detail relationship field on Inventory_c, related to Account
- C. Indirect lookup relationship field on Account, related to Inventory_c
- D. Lookup relationship fields on Inventory related to Account

ANSWER: A

QUESTION NO: 9

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. Schedule a weekly dashboard displaying records that are missing information to be sent to managers for review.
- B. Use Workflow, Validation Rules, and Force.com code (Apex) to enforce critical business processes.

- C. Schedule reports that will automatically catch duplicates and merge or delete the records every week.
- D. Store all data in an external system and set up an integration to Salesforce for view only access.

ANSWER: A B

QUESTION NO: 10

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

ANSWER: A

QUESTION NO: 11

Universal Containers (UC) is in the process of selling half of its company. As part of this split, UC's main Salesforce org will be divided into two org:org A and org B, UC has delivered these requirements to its data architect

1. The data model for Org B will drastically change with different objects, fields, and picklist values.
2. Three million records will need to be migrated from org A to org B for compliance reasons.
3. The migrate will need occur within the next two month, prior to be split.

Which migrate strategy should a data architect use to successfully migrate the date?

- A. use as ETL tool to orchestrate the migration.
- B. Use Data Loader for export and Data Import Wizard for import
- C. Write a script to use the Bulk API

D. Use the Salesforces CLI to query, export, and import

ANSWER: C

QUESTION NO: 12

UC is migrating data from legacy system to SF. UC would like to preserve the following information on records being migrated:

- ☞ Date time stamps for created date and last modified date.
 - ☞ Ownership of records belonging to inactive users being migrated to Salesforce. Which 2 solutions should a data architect recommends to preserve the date timestamps and ownership on records? Choose 2 answers.
- A.** Log a case with SF to update these fields
- B.** Enable update records with Inactive Owners Permission
- C.** Enable Set Audit fields upon Record Creation Permission
- D.** Enable modify all and view all permission.

ANSWER: B C

QUESTION NO: 13

Universal Containers (UC) 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. What should the architect consider, knowing there will be a large amount of time entry records to be loaded regularly from an external

system into Salesforce.com?

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

ANSWER: D

QUESTION NO: 14

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

ANSWER: A**QUESTION NO: 15**

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

ANSWER: A B