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QUESTION 1

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.

Correct Answer: AB

QUESTION 2

Universal Containers (UC) owns multiple Salesforce orgs that are distributed across regional branches. Each branch stores local customer data inside of its org\\'s Account and Contact objects. This creates a scenario where UC is unable to view customers across all orgs.

UC has an initiative to create a 360-degree view of the customer, as UC would like to see Account and Contact data from all of its orgs in one place.

What should a data architect suggest to achieve this 360-degree view of the customer?

A. Consolidate the data from each org into a centralized datastore

B. Use Salesforce Connect\\'s cross-org adapter.

C. Build a bidirectional integration between all orgs.

D. Use an ETL tool to migrate gap Accounts and Contacts into each org.

Correct Answer: B

Reference: https://help.salesforce.com/articleView?id=xorg_adapter_about.htmandtype=5

QUESTION 3

Northern Trail Outfitters (NTO) has decided to franchise its brand. Upon implementation 1,000 franchisees will be able to access NTO\\'s product information and track large customer sales and opportunities through a portal. The franchisees will also be able to run monthly and quarterly sales reports and projections as well as view the reports in dashboards.

Which license does NTO need to provide these features to the franchisees?

A. Salesforce Sales Cloud license

B. Lightning Platform license

C. Customer Community license

D. Partner Community license

Correct Answer: A

QUESTION 4

Universal Containers (UC) has a variety of systems across its technology landscape, including Salesforce, legacy enterprise resource planning (ERP) applications, and homegrown CRM tools. UC has decided that they would like to consolidate all customer, opportunity, and order data into Salesforce as part of its master data management strategy.

What are the three key steps that a data architect should take when merging data from multiple systems into Salesforce? (Choose three.)

A. Analyze each system\\'s data model and perform gap analysis

B. Create new fields to store additional values from all of the systems

C. Install a third-party AppExchange tool to handle the merger

D. Utilize an ETL tool to migrate, transform, and deduplicate data

E. Work with stakeholders to define record and field survivorship rules

Correct Answer: CDE

QUESTION 5

Cloud Kicks has deployed Salesforce for case management and wants to know the percentage of cases

that are resolved from the initial call to their support organization.

An Architect needs to recommended a reporting solution to measure the support reps case closure rates.

What is an appropriate recommendation?

A. Ensure that Contact and Opportunity Reports and Dashboards are created.

B. Ensure field history tracking is enabled on the Case object.

C. Ensure that AppExchange packages are installed for available reports.

D. Ensure that a report is created on Case analytic snapshots.

Correct Answer: B

QUESTION 6

Northern trail Outfitters (NTO) runs its entire out of an enterprise data warehouse (EDW), NTD\\'s sales team starting to use Salesforce after a recent implementation, but currently lacks data required to advanced and opportunity to the next stage. NTO\\'s management has research Salesforce Connect and would like to use It to virtualize and report on data from the EDW within Salesforce. NTO will be running thousands of reports per day across 10 to 15 external objects. What should a data architect consider before implementing Salesforce Connect for reporting?

A. Maximum number for records returned

B. OData callout limits per day

C. Maximum page size for server-driven paging

D. Maximum external objects per org

Correct Answer: B

QUESTION 7

NTO has outgrown its current salesforce org and will be migrating to new org shortly. As part of this process NTO will be migrating all of its metadata and data. NTO\\'s data model in the source org has a complex relationship hierarchy with several master detail and lookup relationships across objects, which should be maintained in target org. What 3 things should a data architect do to maintain the relationship hierarchy during migration? Choose 3 answers:

A. Use data loader to export the data from source org and then import or Upsert into the target org in sequential order.

B. Create a external id field for each object in the target org and map source record ID\\'s to this field.

C. Redefine the master detail relationship fields to lookup relationship fields in the target org.

D. Replace source record ID\\'s with new record ID\\'s from the target org in the import file.

E. Keep the relationship fields populated with the source record ID\\'s in the import file.

Correct Answer: ABD

QUESTION 8

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 creating a custom Visualforce report that is using a cache of the records in the report.

B. Improve reporting performance by replacing the existing reports in Sales Cloud with new reports based on Analytics Cloud.

C. Improve reporting performance by creating an Apex trigger for the Report object that will pre- fetch data before the
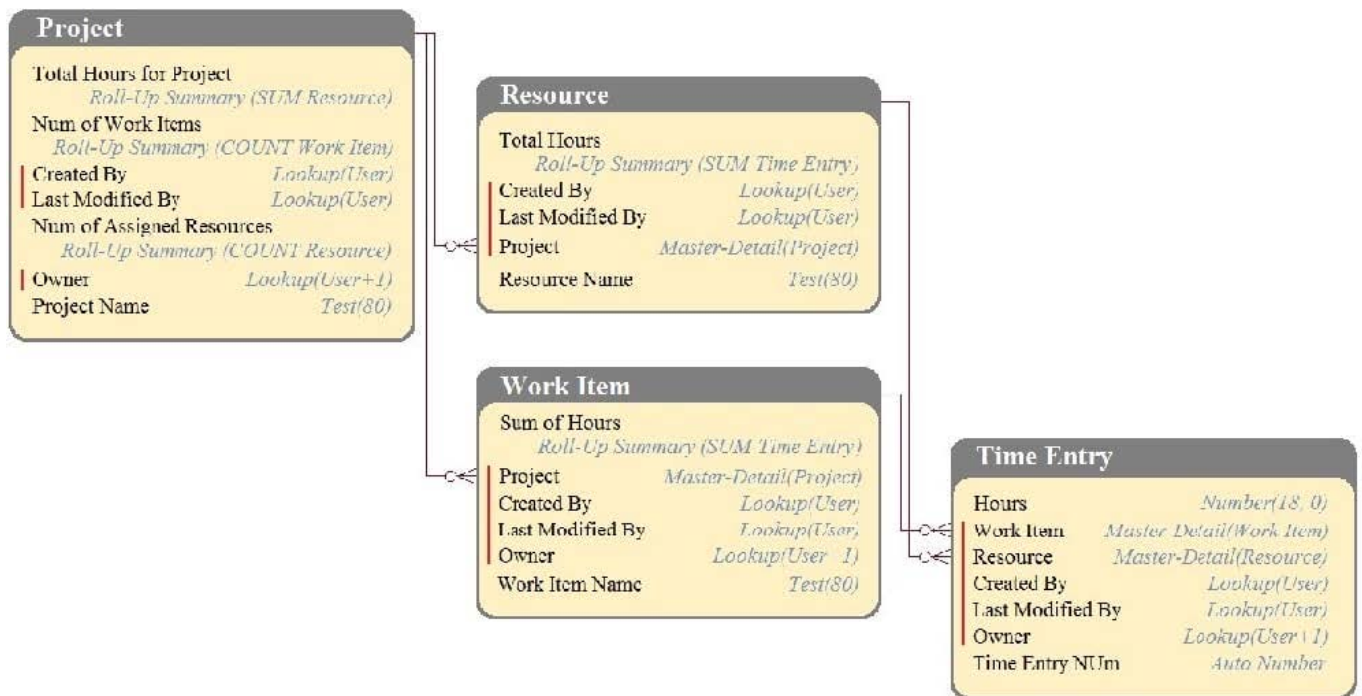
report is run.

D. Improve reporting performance by creating a dashboard that is scheduled to run the reports only once per day.

Correct Answer: B

QUESTION 9

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.

Correct Answer: A

QUESTION 10

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.

Correct Answer: ACE

QUESTION 11

Cloud Kicks needs to purge detailed transactional records from Salesforce. The data should be aggregated at a summary level and available in Salesforce. What are two automated approaches to fulfill this goal? (Choose two.)

A. Third-party Integration Tool (ETL)

B. Schedulable Batch Apex

C. Third-party Business Intelligence system

D. Apex Triggers

Correct Answer: AB

QUESTION 12

A company wants to document the data architecture of a Salesforce organization. What are two valid metadata types that should be included? (Choose two.)

A. RecordType

B. Document

C. CustomField

D. SecuritySettings

Correct Answer: AC

QUESTION 13

Northern Trail Outfitter has implemented Salesforce for its associates nationwide, Senior management is

concerned that the executive dashboard are not reliable for their real-time decision- making. On analysis ,

the team the following issues with data entered in Salesforce.

Information in certain records is incomplete.

Incorrect entry in certain fields causes records to be excluded in report fitters.

Duplicate entries cause incorrect counts.

Which three steps should a data architect recommend to address the issues?

A. Periodically export data to cleanse data and import them back into Salesforce for executive reports.

B. Build a sales data warehouse with purpose-build data marts for dashboards and senior management reporting.

C. Explore third-party data providers to enrich and augment information entered in salesforce.

D. Leverage Salesforce features, such as validate rules, to avoid incomplete and incorrect records.

E. design and implement data-quality dashboard to monitor and act on records that are incomplete or incorrect

Correct Answer: BCD

QUESTION 14

Universal Containers 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 shield platform encryption to encrypt files.

B. Use classic encryption to encrypt files.

C. Implement 3rd party App Exchange app to encrypt files.

D. Store files outside of salesforce and access them to real time.

Correct Answer: A

Reference: https://www.salesforce.com/content/dam/web/en_us/www/documents/reports/wp-platformencryption-architecture.pdf

QUESTION 15

UC has migrated its Back-office data into an on-premise database with REST API access. UC recently implemented

Sales cloud for its sales organization. But users are complaining about a lack of order data inside SF. UC is concerned about SF storage limits but would still like Sales cloud to have access to the data. Which design patterns should a data architect select to satisfy the requirement?

A. Migrate and persist the data in SF to take advantage of native functionality.

B. Use SF Connect to virtualize the data in SF and avoid storage limits.

C. Develop a bidirectional integration between the on-premise system and Salesforce.

D. Build a UI for the on-premise system and iframe it in Salesforce

Correct Answer: B

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