

Salesforce

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Question: 1

Universal Containers keeps product brochures in Salesforce as files. Sarah shares a public Unit to a product brochure with potential customers during a meeting. She wants to ensure they do not have access to the file after the meeting.
How should Sarah accomplish this?

- A. Rename the file.
- B. Delete the public link.
- C. Delete the file.
- D. Move the file to another folder

Answer: B

Question: 2

Bob uploads a PDF to his Files Home private library.
Who can view this file?

- A. Bob and users above Bob in the role hierarchy
- B. Bob and users with View All Data permission
- C. Bob and users with Modify All Data permission
- D. Only Bob

Answer: D

Question: 3

Universal Containers (UC) has a mostly private organization-wide default (OWD), as it is a core principle of UC to respect client data privacy. UC has implemented complex processes for granting access to Opportunity data. A few key members of the Sales Reporting team need to always be able to see, but not change, Opportunity data for all Opportunities.
What should an architect recommend as an approach to meet these requirements?

- A. Create a Permission Set that grants "View All Data" Permission.
- B. Make Opportunity OWD read-only.
- C. Give "View All Data" Permission to the Sales Reporting Profile.
- D. Create a Permission Set that grants "View All" permission for Opportunity.

Answer: D

Question: 4

Universal Containers (UC) has implemented Customer Community with customer community plus licenses for their distributors. Some distributors requested granting specific community users (agents) to view cases submitted by other agents of the same distributor.
Which feature only supports these requirements?

- A. Permission set to grant community admin permission
- B. Delegate external user
- C. Partner super user
- D. Partner community admin.

Answer: C

Question: 5

Sales reps at Universal Containers (UC) complain about the manual activities they need to perform in order to grant access to supporting internal users (legal, engineering, finance, and so forth) for customer records when they need help. In general, the sales reps involved in the deals will not change.
How can a Salesforce architect help IK to Improve sales reps productivity?

- A. Create a permission set with "view all data" and assign to supporting users.
- B. Create a public group and replace the account ownership with it.
- C. Create a criteria-based sharing rule to grant access to other users.
- D. Leverage default Account team.

Answer: C, D

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