Q&A

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Question: 130

Two million Opportunities need to be loaded in different batches into Salesforce using the Bulk API in parallel mode.

What should an Architect consider when loading the Opportunity records?
A . Use the Name field values to sort batches.
B . Order batches by Auto-number field.
C . Create indexes on Opportunity object text fields.
D . Group batches by the AccountId field.

Answer: D

Question: 131

A company uses Salesforce, a cloud-based ERP system, and an on-premise Order Management System (OMS). This company requires a solution that uses Salesforce as the system of record for Leads and the OMS as the system of record for Account and Contacts.

Additionally, the company wants Accounts and Contacts to be able to maintain their names in each system (i.e., ""Jane Doe""; in the OMS and ""Jannie Doe""' in Salesforce), but wants to have a consolidated data store which links referenced records across the systems.

Which suggestion should the Architect provide to the company to meet this goal?
A . Have Salesforce poll the OMS nightly and bring in the desired Accounts and Contacts.
B . Use an integration tool to send OMS Accounts and Contacts to Salesforce.
C . Utilize the Streaming API to send Account and Contact data from Salesforce to the OM
E . Use a Master Data Management strategy to reconcile Leads, Accounts, and Contacts.

Answer: D
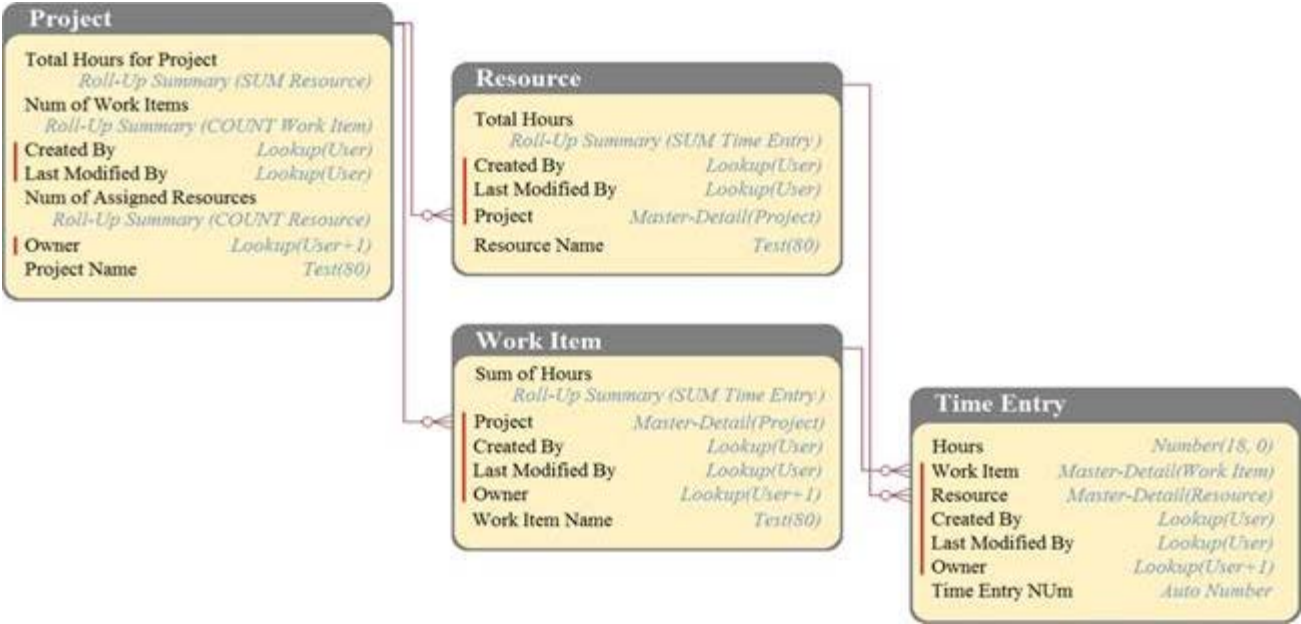
Question: 132

Assigned risk ratings are based upon:
A . Root cause analysis.
B . Risk probability and impact assessment.
C . Expert judgment.
D . Revised stakeholders' tolerances.

Answer: B

Question: 133

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: 134

Get Cloudy Consulting needs to evaluate the completeness and consistency of contact information in Salesforce. Their sales reps often have incomplete information about their accounts and contacts. Additionally, they are not able to interpret the information in a consistent manner. Get Cloudy Consulting has identified certain ""key"" fields which are important to their sales reps.

What are two actions Get Cloudy Consulting can take to review their data for completeness and consistency? (Choose two.)
A . Run one report per key field, grouped by that field, to understand its data variability.
B . Run a process that can fill in default values for blank fields.
C . Run a report that shows the percentage of blanks for the important fields.
D . Run a report which shows the last time the key fields were updated.

Answer: CD

Question: 135

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

Answer: BCE

Question: 136

DreamHouse Realty has a Salesforce deployment that manages Sales, Support, and Marketing efforts in a multi-system ERP environment. The company recently reached the limits of native reports and dashboards and needs options for providing more analytical insights.

What are two approaches an Architect should recommend? (Choose two.)
A . Weekly Snapshots
B . Einstein Analytics
C . Setup Audit Trails
D . AppExchange Apps

Answer: BD

Question: 137

A customer wants to display a subscriber's first name and the date of send in its monthly newsletter. Subscriber first name data is stored in a data extension that will not be used in the send definition.

Which option should be in this scenario?
A . Guide Template Language
B . Personalization strings
C . AMPscript
D . SQL Query

Answer: C

Question: 138

Cloud Kicks often uses Data Loader to upsert Contact records into Salesforce to avoid creating duplicate Contacts.

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

Answer: D

Question: 139

Get Cloudy Consulting is introducing a data governance program that has a formal, cross-business-unit structure. The company is creating a team that will make decisions on enterprise-wide data governance.

Which two roles are appropriate as members of this team? (Choose two.)
A . Data Domain Stewards
B . Analytics/BI Owners
C . Salesforce Administrators
D . Operational Data Users

Answer: AB

Question: 140

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 reports that will automatically catch duplicates and merge or delete the records every week.
C . Enforce critical business processes by using Workflow, Validation Rules, and Apex code.
D . Schedule a weekly dashboard displaying records that are missing information to be sent to managers for review.

Answer: CD

Question: 141

Get Cloudy Consulting uses Salesforce for tracking opportunities (Opportunity) and currently has the following environment:

– An internal ERP system is in place for tracking services and invoicing.

– The ERP system supports SOAP API and CData for bi-directional integration between Salesforce and the ERP system.

– 950,000 opportunities exist; for each opportunity, the company sends one invoice per month during a 12month period.

Get Cloudy Consulting sales reps must view current invoice status and invoice amount from the opportunity page.

When creating an object to model invoices, what should the Architect suggest, 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 Lookup relationship with Opportunity.
C . Retrieve the current status from the ERP by using Streaming API, and display on the Opportunity page.
D . Create a custom object Invoice_c with a master-detail relationship with Opportunity.

Answer: A

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

Answer: AC

Get Cloudy Consulting has the following environment:

• All accounts and opportunities are created in Salesforce.

• Salesforce is integrated with three systems:

– An ERP system feeds order data into Salesforce and updates both Account and Opportunity records.

– An accounting system feeds invoice data into Salesforce and updates both Account and Opportunity records.

– A commission system feeds commission data into Salesforce and updates both Account and Opportunity records.

How should an Architect determine which of these systems is the system of record?
A . Account and opportunity data originates in Salesforce, and therefore Salesforce is the system of record.
B . By default, the system of record is determined by the last integration process that runs.
C . Whichever system updates the attribute or object should be the system of record for that field or object.
D . Data flows should be reviewed with the business users to determine the system of record per object or field.

Answer: D

Ursa Major Solar's legacy system has a quarterly accounts receivable report that compiles data from the following:

– Accounts

– Contacts

– Opportunities

– Orders

– Order Line Items

Which issue will an architect have when implementing this in Salesforce?
A . Custom report types CANNOT contain Opportunity data.
B . Salesforce does NOT support Orders or Order Line Items.
C . Salesforce does NOT allow more than four objects in a single report type.
D . A report CANNOT contain data from Accounts and Contacts.

Answer: C

SAMPLE QUESTIONS