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QUESTION 1

Universal Containers (UC) has adopted Salesforce as its primary sales automated tool. UC has 100,00 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 a customer record and view their account status, Invoice history, and opportunities without navigating outside of Salesforce. What should a data architect use to provide the sales team with the required functionality?

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

Correct Answer: C

QUESTION 2

As part of addressing General Data Protection Regulation (GDPR) requirements, Universal Containers (UC) plans to implement a data classification policy for all of its internal systems that store customer information including Salesforce.

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

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

Correct Answer: B

Reference: https://help.salesforce.com/articleView?id=data_classification_metadata_fields.htm&type=5

QUESTION 3

Universal Container (US) is replacing a home grown CRM solution with Salesforce, UC has decided to migrate operational (Open and active) records to Salesforce, while keeping historical records in legacy system, UC would like historical records to be available in Salesforce on an as needed basis. Which solution should a data architect recommend to meet business requirement?

- A. Leverage real-time integration to pull records into Salesforce.
- B. Bring all data Salesforce, and delete it after a year.
- C. Leverage mashup to display historical records in Salesforce.

D. Build a chair solution to go the legacy system and display records.

Correct Answer: C

QUESTION 4

The head of sales at Get Cloudy Consulting wants to understand key relevant performance figures and help managers take corrective actions where appropriate. What is one reporting option Get Cloudy Consulting should consider?

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

Correct Answer: B

QUESTION 5

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

Correct Answer: C

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