

Q&As

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QUESTION 1

Which three capabilities are available with Enterprise Territory Management?

Choose 3 answers.

- A. Assignment of Territory on Opportunities.
- B. Share a report or dashboard folder with a Territory.
- C. Metadata API Support
- D. Create a public group with Territory.
- E. Integration with Collaborative Forecasting.

Correct Answer: ADE

QUESTION 2

Universal Containers (UC) is in legal dispute regarding several orders. UC has found out these records were removed from system. The VP of Sales has asked to ensure this cannot happen in the future. What approach would meet this requirement?

- A. Remove the delete button from the Order page layout.
- B. Change the record type/page layout assignment for orders to be read-only.
- C. Remove order delete permission from profiles and permission sets.
- D. Implement a sharing rule that changes access for the records to read.

Correct Answer: C

QUESTION 3

Besides their own team accounts, sales managers at Universal Container need to have READ access to all other countries.

Role hierarchy was implemented accordingly (based on countries) but a Sales manager in the US comp records of the same segment in Canada.

What should be done to grant access in a proper way?

- A. Create criteria-based sharing rule to grant access to account records that have the same segment.
- B. Create owner-based sharing rule to grant access to account records that have the same segment.
- C. Create a public group and include all accounts of the same segment and grant access through.

D. Change the role hierarchy and put all the sales managers in the US and Canada as the same role.

Correct Answer: B

QUESTION 4

What is required to implement Filter-Based Opportunity Territory Assignment?

- A. Define an account assignment with a filter criteria rule for Filter-Based Opportunity Territory Assignment.
- B. Define a Territory assignment rule with filter criteria for Filter-Based Opportunity Territory Assignment.
- C. Define a custom Apex class for Filter-Based Opportunity Territory Assignment in the system.
- D. Define an Opportunity assignment rule with filter criteria for Filter-Based Opportunity Territory Assignment.

Correct Answer: C

QUESTION 5

For the Universal Containers Commercial and Consumer support departments, having access to Activities for Contacts with which they interact is important. Commercial support users should not see Consumer Accounts/Contacts and Consumer support users should not see Commercial Accounts/Contacts. Assuming the Organization-Wide Default for Activities is set to "Controlled by Parent" what is the minimum level of Sharing access a support user would need to Accounts/Contacts to view associated Activities?

- A. Private Account/Contact Sharing Default with a Sharing Rule for each department set to Public Read/ Write access to Accounts/Contacts.
- B. Private Account/Contact Sharing Default with a Sharing Rule for each department set to Private access to Accounts/Contacts.
- C. The users need no access to Accounts/Contacts with the proper Activity Sharing Rules and Profile Permissions for the Accounts Tab.
- D. Private Account/Contact Sharing Default with a Sharing Rule for each department set to Public Read only access to Accounts/Contacts.

Correct Answer: D

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