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QUESTION 1

Northern Trail Outfitters (NTO) has outgrown its current Salesforce org and will be migrating to a 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 the target org.

Which three things should a data architect do to maintain the relationship hierarchy during migration? (Choose three.)

- A. Keep the relationship fields populated with the source record IDs in the import file.
- B. Create an external ID field for each object in the target org and map source record IDs to this field.
- C. Replace source record IDs with new record IDs from the target org in the import file.
- D. Redefine the master-detail relationship fields to lookup relationship fields in the target org.
- E. Use data loader to export the data from the source org and then import/insert into the target org in sequential order.

Correct Answer: ABE

QUESTION 2

A customer needs a sales model that allows the following:

1.

Opportunities need to be assigned to sales people based on the zip code.

2.

Each sales person can be assigned to multiple zip codes.

3.

Each zip code is assigned to a sales area definition. Sales is aggregated by sales area for reporting.

What should a data architect recommend?

- A. Assign opportunities using list views using zip code.
- B. Add custom fields in opportunities for zip code and use assignment rules.
- C. Allow sales users to manually assign opportunity ownership based on zip code.
- D. Configure territory management feature to support opportunity assignment.

Correct Answer: D

Reference: <https://help.salesforce.com/articleView?id=000327968andtype=1andmode=1>

QUESTION 3

Universal Containers (UC) is migrating from an on-premise homegrown customer relationship management (CRM) system. During analysis, UC users highlight a pain point that there are multiple versions of many customers.

What should the data architect do for a successful migration to mitigate the pain point?

- A. Have the users manually clean the data in the old system prior to migration
- B. Store the data in a staging database, and de-duplicate identical records
- C. Hire an intern manually de-duplicate the records after migrating to Salesforce
- D. Migrate the data as is, and use Salesforce's de-duplicating feature

Correct Answer: B

QUESTION 4

Universal Containers (UC) uses Salesforce for tracking opportunities (Opportunity). UC uses an internal ERP system for tracking deliveries and invoicing. The ERP system supports SOAP API and OData for bidirectional integration between Salesforce and the ERP system. UC has about one million opportunities. For each opportunity, UC sends 12 invoices, one per month. UC sales reps have requirements to view current invoice status and invoice amount from the opportunity page. When creating an object to model invoices, what should the architect recommend, considering performance and data storage space?

- A. Use Streaming API to get the current status from the ERP and display on the Opportunity page.
- B. Create an external object Invoice _x with a Lookup relationship with Opportunity.
- C. Create a custom object Invoice _c with a master -detail relationship with Opportunity.
- D. Create a custom object Invoice _c with a Lookup relationship with Opportunity.

Correct Answer: B

QUESTION 5

A Salesforce customer has plenty of data storage. Sales Reps are complaining that searches are bringing back old records that aren't relevant any longer. Sales Managers need the data for their historical reporting. What strategy should a data architect use to ensure a better user experience for the Sales Reps?

- A. Create a Permission Set to hide old data from Sales Reps.
- B. Use Batch Apex to archive old data on a rolling nightly basis.
- C. Archive and purge old data from Salesforce on a monthly basis.
- D. Set data access to Private to hide old data from Sales Reps.

Correct Answer: C

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