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QUESTION 1

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

1.

Accounts

2.

Contacts

3.

Opportunities

4.

Orders

5.

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.

Correct Answer: C

QUESTION 2

DreamHouse Realty has a legacy system that captures Branch Offices and Transactions. DreamHouse Realty has 15 Branch Offices. Transactions can relate to any Branch Office. DreamHouse Realty has created hundreds of thousands of Transactions per year.

A Data Architect needs to denormalize this data model into a single Transaction object with a Branch Office picklist.

What are two important considerations for the Data Architect in this scenario? (Choose two.)

A. Standard list view in-line editing.

B. Limitations on Org data storage.

C. Bulk API limitations on picklist fields.

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D. Limitations on master-detail relationships.

Correct Answer: BC

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

A large insurance provider is looking to implement Salesforce. The following exist.

1.

Multiple channel for lead acquisition

2.

Duplication leads across channels

3.

Poor customer experience and higher costs

On analysis, it found that there are duplicate leads that are resulting to mitigate the issues?

A. Build process is manually search and merge duplicates.

B. Standard lead information across all channels.

C. Build a custom solution to identify and merge duplicate leads.

D. Implement third-party solution to clean and event lead data.

E. Implement de-duplication strategy to prevent duplicate leads

Correct Answer: BDE

QUESTION 5

Which two best practices should be followed when using SOSL for searching?

A. Use searches against single Objects for greater speed and accuracy.

B. Keep searches specific and avoid wildcards where possible.

C. Use SOSL option to ignore custom indexes as search fields are pre-indexed.

D. Use Find in "ALL FIELDS" for faster searches.

Correct Answer: BD

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