Free Questions for ADX-271 by certsinside

Shared by Emerson on 18-01-2024

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Question 1

Question Type: **MultipleChoice**

A. Retail managers need to be put in the executive role in the Role Hierarchy.

Options:

B) Retail managers need to be given Super User access.

C) A Sharing Rule needs to be created.

D) A Sharing Set needs to be created.

Answer:

B

Question 2

Question Type: **MultipleChoice**

Universal Containers recently rolled out a Community to its partners.

The internal sales team has the following requirements:

*Ability to support the addition of 50 new partners every month.

*Ability to pass leads to the partners.

*Continue to have access to the leads after transfer to a partner.

*Access to the Opportunity when the partner converts the lead.

*Leads should be visible to only the partner who is working on the lead.

Which sharing option should the Salesforce Administrator choose to meet the requirement for internal users?

Options:

A) Allow partner users to manually share the Leads and Opportunities with internal users.

B) Use Sharing Sets to share Leads and Opportunities so internal users can automatically access those records.

C) Set OWD (Organization-Wide Default) to Private, create a sharing rule for Leads and Opportunities, and implement the Lead Inbox component.

D) Create Lead and Opportunity Sharing Rules that share those records to a public group of partner users.

Answer:

C

Question 3

During a recent review of their partner Community, the Director of Marketing has concerns about the look and feel of the Community template they are using. Which two individual actions should a Community Cloud consultant recommend to address this issue? Choose 2 answers

Options:

A) Install a lightning Bolt template the AppExchange

B) Build custom HTML pages according to marketing specifications

C) Implement a custom theme for the Community

D) Build Visualforce pages and apply custom CSS

Answer:

C

Question 4

A. Retail managers need to be put in the executive role in the Role Hierarchy.

Options:

B) Retail managers need to be given Super User access.

C) A Sharing Rule needs to be created.

D) A Sharing Set needs to be created.

Answer:

B

Question 5

Question Type: **MultipleChoice**

Universal Containers recently rolled out a Community to its partners.

The internal sales team has the following requirements:

*Ability to support the addition of 50 new partners every month.

*Ability to pass leads to the partners.

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*Access to the Opportunity when the partner converts the lead.

*Leads should be visible to only the partner who is working on the lead.

Which sharing option should the Salesforce Administrator choose to meet the requirement for internal users?

Options:

A) Allow partner users to manually share the Leads and Opportunities with internal users.

B) Use Sharing Sets to share Leads and Opportunities so internal users can automatically access those records.

C) Set OWD (Organization-Wide Default) to Private, create a sharing rule for Leads and Opportunities, and implement the Lead Inbox component.

D) Create Lead and Opportunity Sharing Rules that share those records to a public group of partner users.

Answer:

C

Question 6

During a recent review of their partner Community, the Director of Marketing has concerns about the look and feel of the Community template they are using. Which two individual actions should a Community Cloud consultant recommend to address this issue? Choose 2 answers

Options:

A) Install a lightning Bolt template the AppExchange

B) Build custom HTML pages according to marketing specifications

C) Implement a custom theme for the Community

D) Build Visualforce pages and apply custom CSS

Answer:

C