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## Pass for Sure AP-219 Exam Cram Materials: Salesforce Order Management Administrator Accredited Professional are the best dumps for testers - Exams4sures

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## Salesforce AP-219 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>Advanced Topics: Troubleshooting configuration issues, diagnosing system integration problems, and resolving deployment obstacles.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>Process Automation and Integrations: Configuring end-to-end Order Management processes and external system integrations using declarative tools and clicks-based configuration.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>Order Management Basics: Foundation of Order Management within Salesforce ecosystem, platform architecture, integration capabilities with third-party systems, and native Salesforce functionality.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>Deployment and Debugging: Deployment options, lifecycle management, building processes with pre-configured data, and understanding supporting objects and system runtime.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>Data Model: Core objects (Order, Order Summary, Fulfillment Orders, Return Orders), B2C Commerce integrations, and tracing data flow including custom attributes.</li></ul>

## Salesforce Order Management Administrator Accredited Professional Sample Questions (Q99-Q104):

### NEW QUESTION # 99

Some admins are exploring the optimal Data Model for their QMS Org. What should be considered when choosing between Person Accounts vs Contacts?

- A. Person Accounts are appropriate for B2C transactions while Account-Contact model is appropriate for B2B transactions
- B. Person Accounts are appropriate for B2B transactions while Account-Contact model is appropriate for B2C transactions
- C. Person Accounts once enabled can be rolled back
- D. Person Accounts once enabled cannot be rolled back and makes changes to the data model

**Answer: A**

Explanation:

The correct statement about Person Accounts and Contacts is that Person Accounts are appropriate for B2C transactions while Account-Contact model is appropriate for B2B transactions. A Person Account is a type of account that represents an individual consumer, rather than a business or organization. A Person Account combines the features and fields of both the Account and Contact objects, and it does not require a Contact record to be associated with it. A Person Account is suitable for B2C transactions, where the customers are individual consumers who purchase products or services for personal use. An Account-Contact model is a type of data model that represents a business or organization as an account, and its employees or affiliates as contacts. An account can have many contacts associated with it, but a contact can only belong to one account. An Account-Contact model is suitable for B2B transactions, where the customers are businesses or organizations that purchase products or services for professional use. Verified Reference: [https://help.salesforce.com/s/articleView?id=sf.accounts\\_person.htm&type=5https://help.salesforce.com/s/articleView?id=sf.accounts\\_contacts.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.accounts_person.htm&type=5https://help.salesforce.com/s/articleView?id=sf.accounts_contacts.htm&type=5)

### NEW QUESTION # 100

Which two statements about the Order Summary object are accurate?

- A. It is read-only for financial order data
- B. It can be deleted using the Delete button
- C. It has a single shipping address to which all Order Items will be shipped
- D. it does not exist without the original Order object

**Answer: A,D**

Explanation:

Two statements about the Order Summary object that are accurate are:

It does not exist without the original Order object. An Order Summary is a record that represents the financial summary of an order

that is received from an external system, such as B2C Commerce or B2B Commerce. An Order Summary has a master-detail relationship to the Order object, which means that it cannot exist without its parent Order record.

It is read-only for financial order data. An Order Summary contains financial order data, such as total amount, tax amount, discount amount, etc., that are populated from the external system when the order is created. These fields are read-only and cannot be edited in Order Management.

Verified Reference: [https://help.salesforce.com/s/articleView?id=sf.order\\_management\\_order\\_summary.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.order_management_order_summary.htm&type=5)

#### NEW QUESTION # 101

Which two Order Management objects have their tabs set to Tab Hidden by default?

- **A. OrderDeliveryMethod**
- **B. Locations**
- C. Accounts
- D. SalesLocation
- E. Fulfillment Orders

**Answer: A,B**

Explanation:

The OrderDeliveryMethod and Locations objects have their tabs set to Tab Hidden by default. These objects are used to store information about how an order is delivered and where it is fulfilled from, respectively. They are not meant to be accessed directly by users, but rather through related lists or lookup fields on other objects. Reference: Order Management Objects

#### NEW QUESTION # 102

For what use case would an administrator enable Person Accounts during Order Management setup?

- **A. Connecting Order Management to B2C Commerce**
- B. Connecting Order Management to B2B Commerce
- C. Connecting to an external ERP system
- D. Person Accounts are always enabled for Order Management

**Answer: A**

Explanation:

An administrator would enable Person Accounts during Order Management setup for the use case of connecting Order Management to B2C Commerce. B2C Commerce is a cloud-based platform that enables businesses to create and manage online storefronts for consumers. B2C Commerce uses Person Accounts to represent individual shoppers who place orders on the storefronts. Person Accounts are a type of account that combines account and contact information into a single record. To connect Order Management to B2C Commerce, an administrator needs to enable Person Accounts in Order Management and install the B2C Commerce Integration package from AppExchange. Reference: B2C Commerce Integration, [Person Accounts]

#### NEW QUESTION # 103

Which set of conditions is required for an Order Summary object to be created?

- A. An Order is created, its status is set to Activated. Create OrderSummary Flow is installed and Create OrderSummary Flow is activated.
- B. An Order is created, its status is set to Activated. Create OrderSummary Flow is installed and the Create OrderSummary Process is installed.
- C. An Order is created, its status is set to Draft, Create OrderSummaryFlow is installed and Create OrderSummary Flow is activated.
- **D. An Order is created, the Create Order Summary Process is installed and the Create Order Summary Process is active**

**Answer: D**

Explanation:

The Order Summary object is a custom object that stores information about an order, such as the total amount, the number of items, and the fulfillment status. The Order Summary object is created by a process called Create Order Summary Process, which runs whenever an order is created or updated. The process calls a flow called Create OrderSummary Flow, which calculates the order

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