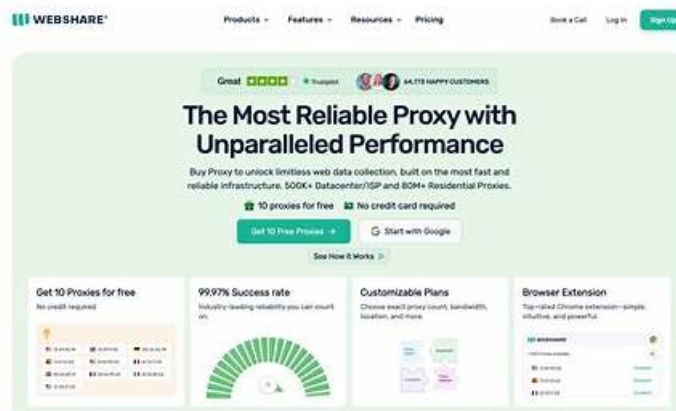


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## Salesforce Order Management Administrator Accredited Professional Sample Questions (Q42-Q47):

### NEW QUESTION # 42

An administrator is attempting to automatically create process exceptions for the Fulfillment Order object. When does the Create Process Exception flow get triggered?

- A. A Process Exception Event is fired
- B. A Fulfillment Order or Order Summary object are modified and any modification meets the error criteria
- C. On a daily basis using Schedule Jobs in Setup

**Answer: A**

#### NEW QUESTION # 43

What two steps are required to add an item to the Actions & Recommendations panel on the Order Summary record page?

- **A. Drag the Actions & Recommendations component on the page**
- B. Make a new Lightning Record Page
- C. Create a New Deployment
- **D. Create a new sub-flow**

**Answer: A,D**

Explanation:

Two steps that are required to add an item to the Actions & Recommendations panel on the Order Summary record page are: Drag the Actions & Recommendations component on the page. The Actions & Recommendations component is a standard component that displays actions and recommendations based on business logic for records in Lightning Experience or Salesforce mobile app. The administrator can use the Lightning App Builder to drag and drop the Actions & Recommendations component onto the Order Summary record page layout.

Create a new sub-flow. A sub-flow is a type of flow that can be invoked by another flow as an element. A sub-flow can contain logic and actions that are specific to a certain scenario or use case, such as order fulfillment or payment processing. The administrator can use Flow Builder to create a new sub-flow that defines the actions and recommendations for Order Summaries, and then add it to the Actions & Recommendations component on the record page.

Verified Reference: [https://help.salesforce.com/s/articleView?id=sf.om\\_actions\\_recommendations.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.om_actions_recommendations.htm&type=5)

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#### NEW QUESTION # 44

What type of relationship exists between FulfillmentOrder and Location?

- **A. One-to-one Lookup (Location) FulfilledFromLocationId**
- B. Many-to-One Lookup (Location) FulfilledfromLocationId
- C. Junction (Many to Many)
- D. One-to-many Lookup (Location) FulfilledFromLocation

**Answer: A**

#### NEW QUESTION # 45

What does the number of Fulfillment Orders created depend upon?

- A. Fulfillment Location, Delivery Charges and Quantity
- B. Fulfillment Location, Recipient Address and Quantity
- **C. Fulfillment Location, Delivery Method and Recipient Address**
- D. Fulfillment Location, Delivery Method and Number of Payments

**Answer: C**

Explanation:

The number of Fulfillment Orders created depends on three factors: Fulfillment Location, Delivery Method and Recipient Address. These factors determine how the Order Items are grouped and allocated to Fulfillment Orders based on routing rules and inventory availability. For example, if an order has two items that can be fulfilled from different locations, or have different delivery methods or recipient addresses, then two Fulfillment Orders are created for that order. Verified Reference:

[https://help.salesforce.com/s/articleView?id=sf.om\\_order\\_fulfillment.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.om_order_fulfillment.htm&type=5)

#### NEW QUESTION # 46

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

**Answer: D**

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 References: [https://help.salesforce.com/s/articleView?id=sf.accounts\\_person.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.accounts_person.htm&type=5)

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## NEW QUESTION # 47

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