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Salesforce Public-Sector-Solutions Exam Syllabus Topics:

Section	Objectives

Public Sector Solutions Product Configuration	- Solution design components • 1. Action Plans and automation • 2. Business Rules Engine • 3. Expression Sets and decision logic - Implementation configuration • 1. Scalability considerations • 2. Data modeling and architecture • 3. Security and role hierarchy
Public Sector Solutions Implementation Strategies and Best Practices	- Best practices • 1. Data quality management • 2. Scalable architecture design • 3. Security and compliance - Solution delivery approach • 1. Stakeholder alignment • 2. Requirements gathering and discovery • 3. Solution documentation
Public Sector Solutions Product-Specific Systems Knowledge	- Platform capabilities • 1. OmniStudio configuration • 2. Experience Cloud usage • 3. Service Cloud integration - Core Public Sector Solutions capabilities • 1. Emergency response and case management • 2. Licenses and Permits lifecycle management • 3. Inspections and compliance tracking • 4. Grants management

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Salesforce Public Sector Solutions Accredited Professional (AP-222) Exam Sample Questions (Q75-Q80):

NEW QUESTION # 75

What is right order of the grantmaking lifecycle?

- A. Plan, Engage, Award, Review.
- B. Engage, Award, Plan, Review.
- C. Review, Award, Engage, Plan

Answer: A

Explanation:

The grantmaking lifecycle in Salesforce Public Sector Solutions follows a specific sequence to ensure a structured and effective process. The correct order is:

Plan: This initial phase involves defining the goals, objectives, and criteria for the grant. It includes the preparation of necessary documentation and the establishment of timelines and budgets.

Engage: In this phase, the organization reaches out to potential applicants and stakeholders. This includes marketing the grant opportunity, conducting informational sessions, and providing support to applicants during the application process.

Award: After applications have been received and reviewed, the organization selects the grant recipients. This phase involves the formal awarding of grants, which may include contract signing and disbursement of funds.

Review: The final phase involves monitoring and evaluating the progress and outcomes of the funded projects. It includes collecting reports from grantees, assessing the impact of the grants, and making any necessary adjustments for future grant cycles.

This structured approach ensures that grants are awarded in a fair, transparent, and efficient manner, while also allowing for continuous improvement in the grantmaking process.

Reference:

Salesforce Help: Grants Management Lifecycle

Salesforce Grants Management Documentation

NEW QUESTION # 76

A Public Sector Organization (PSO) is currently managing an ongoing emergency by utilizing Emergency Response Management. The PSO would like to gain further insights and use their data in Salesforce to help them analyze their data and understand where they need to increase their focus. What are two preconfigured Dashboards available in the Emergency Response Management package that the Technical Consultant can recommend to the PSO for rapid rollout?

- A. Emergency Hotspots
- B. Global Emergency View
- C. Emergency Requests Overview
- D. Visits

Answer: A,C

Explanation:

A (Emergency Requests Overview); C (Emergency Hotspots). This is the lowest-customization answer that still satisfies the business, security, and lifecycle requirements.

The Core Concept Explained: Public-sector analytics should reuse packaged datasets and dashboards where possible. Prebuilt assets reduce implementation effort and give agencies consistent metrics across licensing, inspection, case, emergency, and grant operations.

Step-by-Step Technical Analysis: Confirm the operational records and datasets needed for the metric. Use the prebuilt Public Sector or CRM Analytics app when it already models the domain, assign the required admin

/user permissions, and validate that prerequisite records exist. Then review dashboards against real licensing, inspection, case, or emergency-response data. Use Emergency Hotspots and Emergency Requests Overview.

For exam preparation, validate the answer by tracing the record lifecycle, the user persona, and the automation owner from intake through reporting.

Why the Incorrect Options Are Wrong: B uses the wrong packaged object or module boundary for this scenario. D uses the wrong packaged object or module boundary for this scenario.

NEW QUESTION # 77

A customer requires an onsite inspection for every business license application with a retail location. They want to establish a consistent checklist for the inspection, with visibility to the applicable regulatory codes for each checklist item. They also require signatures from the inspected business location owner and the inspector.

What Action Plan Template and target object should be used for this use case?

- A. Action Plan Template with Type="Industries", Target Object="Business License Application"
- B. Action Plan Template with Type="Industries", Target Object="Visit"
- C. Action Plan Template with Type = "Visit Execution", Target Object = "Visit"
- D. Action Plan Template with Type="Visit Execution", Target Object = "Business License Application"

Answer: C

Explanation:

For the customer requirement of onsite inspections for business license applications with retail locations, the appropriate solution involves an Action Plan Template with a type of "Visit Execution" targeting the "Visit" object. This configuration allows for the establishment of a standardized inspection checklist linked to each visit or inspection event. The "Visit" object serves as the foundation for capturing inspection details, including regulatory code visibility and signature requirements from both the business owner and the inspector. This approach ensures consistency and thoroughness in the inspection process, aligning with regulatory compliance and operational efficiency goals.

NEW QUESTION # 78

A Consultant completed a process requirement workshop with a government agency and completed a process map following the workshop. When should the Consultant review the process map with the government agency to get sign-off on outlined business requirements?

- **A. Before the solution design and solution phase of the project**
- B. After the architecture team has reviewed the completed process map
- C. After the completion of the design and solution phase
- D. During the user acceptance testing of the project

Answer: A

Explanation:

Before the solution design and solution phase of the project. This is the packaged route that keeps the process supportable, auditable, and aligned to the data model.

The Core Concept Explained: The tested principle is to use the smallest native Salesforce capability that fully satisfies the requirement while preserving security, reuse, reporting, and upgradeability.

Step-by-Step Technical Analysis: Separate the business outcome from the implementation mechanism.

Choose the packaged or declarative Salesforce capability that owns the lifecycle, configure it with the required permissions and data relationships, then validate the behavior with realistic records before user acceptance testing. Review the process map with the agency before the solution design and solutioning phase.

Why the Incorrect Options Are Wrong: B does not meet the implementation-quality bar for security, scale, auditability, or maintainability in this scenario. C does not meet the implementation-quality bar for security, scale, auditability, or maintainability in this scenario. D does not meet the implementation-quality bar for security, scale, auditability, or maintainability in this scenario.

NEW QUESTION # 79

A customer wants to provide recommendations to the public on what kind of license is required for their business (three types). Key attributes are required to determine the correct license type, such as city & county location, the volume of current business (in \$), and the size of the building. The rules often change for the thresholds for the volume and size of the building, so the business needs to be able to update these rules easily.

What declarative components would be required to ask the public these questions and provide a recommendation based on the current rules?

- A. OmniStudio for capturing answers, along with Einstein AI to evaluate & recommend a license type
- **B. OmniScript for capturing answers, along with a Decision Matrix to evaluate & recommend a license type**
- C. Lightning Web Component for capturing answers, along with Apex to evaluate & recommend a license type
- D. OmniChannel for capturing answers, along with a Reference Lookup Matrix to evaluate & recommend a license type

Answer: B

Explanation:

OmniScript is a feature of OmniStudio, which is part of the Public Sector Solutions package. OmniScript allows the customer to create guided digital forms that can capture answers from the public and provide recommendations based on business logic.

Decision Matrix is a component of OmniScript that can evaluate answers based on rules and conditions and recommend a license type accordingly. Reference: <https://trailhead.salesforce.com/content/learn/modules/dynamic-assessments-with-public-sector-solutions/create-and-configure-omni-assessment-tasks>

NEW QUESTION # 80

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