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ORDER MANAGEMENT
ADMINISTRATOR
ACCREDITED PROFESSIONAL



EXAM GUIDE

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Salesforce Order Management Administrator Accredited Professional Sample Questions (Q74-Q79):

NEW QUESTION # 74

What does a summary object represent?

- A. An individual change to financial data
- **B. A dynamic view of underlying data**
- C. A change to an underlying record.
- D. A discount to underlying data

Answer: B

Explanation:

Explanation

A summary object represents a dynamic view of underlying data. A summary object is a type of object that aggregates data from related records and displays it in a single record. For example, an Order Summary object represents the financial summary of an order that is received from an external system, such as B2C Commerce or B2B Commerce. An Order Summary object aggregates data from related Order Item Summary records and displays it in fields such as total amount, tax amount, discount amount, etc.

Verified References:https://help.salesforce.com/s/articleView?id=sf.order_management_order_summary.htm&type=5

NEW QUESTION # 75

What are two items that an administrator should consider when building out a flow for one location vs multiple locations?

- **A. Multiple locations will introduce nested loops which can make the canvas substantially larger**
- **B. Multiple locations can lead to limit exceptions**
- C. Having multiple locations mandates writing custom Apex code
- D. A default warehouse location should be set first in flows handling multiple locations

Answer: A,B

Explanation:

When building a flow for multiple locations, an administrator should consider the following challenges:

Multiple locations will introduce nested loops which can make the canvas substantially larger. For example, a flow that handles multiple fulfillment orders per order and multiple fulfillment order lines per fulfillment order will need to loop through both levels of records. This can make the flow more complex and harder to maintain.

Multiple locations can lead to limit exceptions. For example, a flow that queries or updates a large number of records across multiple locations may hit the SOQL query limit or the DML statement limit. To avoid this, an administrator should use bulkified actions and optimize the flow performance. Reference: Order Fulfillment Flows, [Flow Performance Best Practices]

NEW QUESTION # 76

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

Answer: B

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_contacts.htm&type=5

NEW QUESTION # 77

Which three steps should an administrator take to set up a mock payment gateway in a new org?

- A. Create a Payment Provider
- B. Create a Named Credential
- C. Create a Payment Gateway
- D. Create a Trusted Site Entry
- E. Create a CORS (Cross-Origin Resource Sharing) entry

Answer: A,B,C

Explanation:

To set up a mock payment gateway in a new org, an administrator should take the following steps:

Create a Payment Provider: This is a custom metadata type that defines the configuration and behavior of a payment gateway. A payment provider specifies the name, type, class, and endpoint of the payment gateway.

Create a Named Credential: This is a Salesforce feature that securely stores authentication information for connecting to external services. A named credential specifies the URL, identity type, authentication protocol, and certificate of the payment gateway.

Create a Payment Gateway: This is a custom object that represents an instance of a payment provider. A payment gateway references a payment provider and a named credential, and defines additional settings such as currency, mode, and timeout.

References: Salesforce Payments and Order Management, [Named Credentials]

NEW QUESTION # 78

An administrator needs to ensure that the Orders coming from B2C Commerce honor some business rules which need to be the same in both B2C and Order Management. This validation must happen before the Order Summary object is created. What can the administrator suggest to the developer to implement this requirement?

- A. Use a Salesforce Labs solution
- B. Write an Apex class with the validation rules and expose it as an Invocable Action
- C. Handle this in the Commerce System originating the Orders.
- D. Use an AppExchange solution

Answer: C

Explanation:

The administrator can suggest to the developer to handle this requirement in the Commerce System originating the Orders. This way, the validation rules can be applied before the orders are sent to Order Management via the B2C Commerce Integration. The B2C Commerce Integration imports order data into Order Management and creates Order Summary records based on the order data. The validation must happen before the Order Summary object is created, so it cannot be done in Order Management using Apex or other tools. References: B2C Commerce Integration, Order Management Lifecycle

NEW QUESTION # 79

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