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## Salesforce Order-Management-Administrator Exam Syllabus Topics:

Topic	Details

Topic 1	<ul style="list-style-type: none"> <li>• <b>Order Management Basics:</b> In this topic, the Salesforce Order Management Administrator Consultant learns to position Order Management effectively within Salesforce's core architecture. By articulating the extensible platform capabilities, the ability to integrate with third-party systems, and the overall value proposition, this knowledge helps highlight Order Management's seamless adaptability and efficiency. These insights are crucial for demonstrating business value during client engagements.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>• <b>User Experience and Customization:</b> This section emphasizes leveraging Salesforce's Lightning UI to enhance user experiences. The Salesforce Order Management Administrator Consultant will customize experiences for users and managers through tools like the Lightning Page Editor, Report Builder, and out-of-the-box components. Success in this area ensures optimized workflows and improved operational efficiency.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Data Model:</b> This topic equips the Salesforce Order Management Administrator Consultant to showcase knowledge of critical objects such as Order, Order Summary, Fulfillment Orders, and Return Orders. It involves establishing and tracing integrations with B2C Commerce or other systems, including custom attributes. Proficiency here is pivotal for ensuring seamless data flow and robust Order Management operations within complex business environments.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Process Automation and Integrations:</b> This section helps the Salesforce Order Management Administrator Consultant demonstrate the capability to deliver business value by integrating Order Management with external systems using clicks rather than code. Mastery of navigation within Order Management processes, connecting nodes, and integrating systems efficiently ensures understanding of how to implement effective solutions.</li> </ul>

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### **Salesforce Order Management Administrator Accredited Professional Sample Questions (Q22-Q27):**

#### **NEW QUESTION # 22**

A user wants to review credit card payment data for a specific Order. Which object should the employee navigate to?

- **A. Order Payment Summary**
- B. Order
- C. Payment Method
- D. Payment

**Answer: A**

**Explanation:**

The object that the user should navigate to to review credit card payment data for a specific Order is Order Payment Summary. An Order Payment Summary is a record that represents a payment made for an order or part of an order. An Order Payment Summary has a lookup relationship to both Order Summary and Invoice objects, and it contains information such as the payment amount, method, status, etc. Verified Reference: [https://help.salesforce.com/s/articleView?id=sf.order\\_management\\_order\\_payment\\_summary.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.order_management_order_payment_summary.htm&type=5)

id=sf.order\_management\_order\_payment\_summary.htm&type=5

### NEW QUESTION # 23

What object does the Ensure Funds Apex Flow action look for when resolving Invoice balances associated with an Order Summary?

- A. Order Payments
- **B. Order Payment Summaries**
- C. Payments
- D. Payment Summaries

**Answer: B**

Explanation:

The object that the Ensure Funds Apex Flow action looks for when resolving Invoice balances associated with an Order Summary is Order Payment Summaries. This object represents the payments made for an order, and it has a lookup relationship to both Invoice and Order Summary objects. The Ensure Funds Apex Flow action uses this object to calculate the balance due for each Invoice and update its status accordingly. Verified Reference: [https://help.salesforce.com/s/articleView?id=sf.order\\_management\\_order\\_payment\\_summary.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.order_management_order_payment_summary.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.flow\\_ref\\_elements\\_om\\_actions\\_ensure\\_funds\\_async.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_om_actions_ensure_funds_async.htm&type=5)

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### NEW QUESTION # 24

An item is not able to be fulfilled by the location assigned to the Item's Fulfillment Order. What two steps does a customer service representative need to do to move the item to a different fulfillment location?

Choose 2 answers

- **A. Create a new Fulfillment Order Product assigned to the appropriate Fulfillment Order**
- B. Cancel the Fulfillment Order
- C. Delete the Fulfillment Order Product record from the Fulfillment Order's related
- **D. Change the Quantity field of the Fulfillment Order Product to 0 from the Fulfillment Order's related list**

**Answer: A,D**

### NEW QUESTION # 25

How can an administrator quickly examine the relationships between several objects?

- A. Download it from the Partner Community
- B. File a support case asking for a data relationship diagram
- C. Generate an Entity Relationship Diagram by going to Data in Setup
- **D. Go to Schema Builder and check the boxes next to the object names**

**Answer: D**

Explanation:

The best way for an administrator to quickly examine the relationships between several objects is to go to Schema Builder and check the boxes next to the object names. Schema Builder is a tool that allows administrators to view and modify the data model of their org in a graphical interface. Schema Builder shows the objects and fields in the org, as well as the relationships between them. The administrator can use Schema Builder to select the objects that they want to examine, and see how they are connected to each other. Verified Reference: [https://help.salesforce.com/s/articleView?id=sf.schema\\_builder.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.schema_builder.htm&type=5)

### NEW QUESTION # 26

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 RecipientAddress**
- 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

References: [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 # 27

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