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Salesforce Certified Omnistudio Consultant Sample Questions (Q72-Q77):

NEW QUESTION # 72

Which three functions are performed by Action elements in OmniScript?

Choose 3 answers

- A. Send DocuSign emails for signature

- B. Organize data into multiple pages
- C. Get and update data in Salesforce
- D. Display error messages to the user
- E. Get and update data through APIs

Answer: A,C,E

Explanation:

The three functions that are performed by Action elements in OmniScript are get and update data through APIs, send DocuSign emails for signature, and get and update data in Salesforce. Action elements are used to perform various operations on data within an OmniScript. Display error messages to the user is not a function of Action elements, but of Error elements. Organize data into multiple pages is not a function of Action elements, but of Page elements.

NEW QUESTION # 73

A company needs to create some boundaries for their sales teams regarding the minimum and maximum discounts that can be applied to their orders. The discount thresholds are set using adjustments such as 5%, 10%, 15%, 20%, 25%, and 30%. The minimum adjustment and the maximum adjustment are determined by their region and their customer lifetime score.

Which two OmniStudio tools should the consultant recommend to meet these requirements? Choose 2 answers

- A. OmniStudio Action
- B. Calculation Procedure
- C. Calculation Matrix
- D. DataRaptor Transform

Answer: B,C

Explanation:

The two OmniStudio tools that should be recommended to meet these requirements are Calculation Procedure and Calculation Matrix. Calculation Procedure allows the designer to define a multi-step calculation process that can use data from various sources. Calculation Matrix allows the designer to define a table of values that can be used as inputs or outputs for calculations. In this case, a Calculation Matrix can be used to store the discount thresholds based on region and customer lifetime score, and a Calculation Procedure can be used to apply them to the orders. OmniStudio Action is not needed for this scenario, as there is no interaction involved. DataRaptor Transform is not suitable for this scenario, as it is used to transform data from one format to another.

NEW QUESTION # 74

What business problem does DataRaptor solve?

- A. It combines multiple steps and processes into a single server call.
- B. It removes the need to code data mappings for data transformations.
- C. It allows developers to create complex API queries declaratively.
- D. It guides humans through a complex business process.

Answer: B

Explanation:

The business problem that DataRaptor solves is that it removes the need to code data mappings for data transformations. DataRaptor allows the designer to declaratively define how data is read, transformed, and written between Salesforce and external systems. It does not allow developers to create complex API queries declaratively, as this is done by Integration Procedures. It does not combine multiple steps and processes into a single server call, as this is done by Calculation Procedures. It does not guide humans through a complex business process, as this is done by OmniScripts.

NEW QUESTION # 75

A company needs to create a quoting process for its internal agents. During quoting, the agent selects a product that is passed to the OmniScript with product details including the unit price, and specifies the grade (A, B, C, D, E) and size (Small, Medium, Large, X-Large). The process should use the grade and size to look up a discount factor, then multiply the unit price by that discount to return the quote. Which two tools should be used to meet these requirements?

Choose 2 answers

- A. Expression Set
- B. DataRaptor Transform
- C. Decision Matrix
- D. DataRaptor Extract

Answer: C,D

Explanation:

Comprehensive and Detailed In-Depth Explanation: The requirement involves creating a quoting process within an OmniScript where an agent selects a product (with a unit price), specifies grade and size, looks up a discount factor based on those inputs, and calculates the final quote. Two OmniStudio tools are needed to achieve this: Decision Matrix and DataRaptor Extract.

Here's why C. Decision Matrix and D. DataRaptor Extract are the correct answers:

* C. Decision Matrix:

* Purpose: A Decision Matrix in OmniStudio is a tool used to look up values based on multiple input conditions, returning a result that can be used in calculations or processes. It's essentially a configurable lookup table stored as a Salesforce custom object (DecisionMatrixDefinition).

* Application: In this scenario, the Decision Matrix is ideal for determining the discount factor based on the combination of grade (A, B, C, D, E) and size (Small, Medium, Large, X-Large).

For example:

* Grade A + Small = 0.9 (10% discount)

* Grade B + Large = 0.85 (15% discount)

* And so on for all 20 combinations (5 grades × 4 sizes).

* Integration with OmniScript: The OmniScript can call the Decision Matrix via an Integration Procedure or directly reference it in a Calculation Action, passing Grade and Size as inputs and receiving the DiscountFactor as output.

* Why It Fits: The requirement explicitly states "look up a discount factor," and Decision Matrix is purpose-built for such multi-variable lookups, making it more efficient than manual coding or other tools.

* D. DataRaptor Extract:

* Purpose: A DataRaptor Extract retrieves data from Salesforce objects and maps it into a JSON format usable by OmniScripts or other components.

* Application: The product details, including the UnitPrice, are passed to the OmniScript when the agent selects a product. A DataRaptor Extract is needed to fetch this product data from a Salesforce object (e.g., Product2 or a custom object like QuoteLineItem__c) based on the selected product's ID. The extracted data (e.g., { "ProductId": "01t...", "UnitPrice": 100 }) is then available in the OmniScript's data JSON.

* Role in Calculation: After the Decision Matrix provides the discount factor, the OmniScript can use a Calculation Action to multiply the UnitPrice (from the DataRaptor Extract) by the DiscountFactor (from the Decision Matrix) to compute the quote (e.g., $100 * 0.9 = 90$).

* Why It Fits: The process starts with product selection, and DataRaptor Extract is the standard OmniStudio tool for retrieving Salesforce data like unit price.

* How They Work Together:

* DataRaptor Extract: Fetches product details (e.g., UnitPrice) when the agent selects a product.

* Decision Matrix: Looks up the discount factor based on Grade and Size inputs.

* Calculation Action in OmniScript: Multiplies UnitPrice by DiscountFactor to return the quote.

Now, let's examine why the other options are incorrect:

* A. DataRaptor Transform: A DataRaptor Transform manipulates or reshapes data (e.g., converting JSON structures or applying formulas) but doesn't retrieve data from Salesforce or perform lookups like a Decision Matrix. While it could theoretically calculate the quote after data is fetched, it's not needed here since a Calculation Action within OmniScript can handle the multiplication, and it doesn't address the lookup requirement.

* B. Expression Set: An Expression Set defines reusable formulas or conditions in OmniStudio, often used in Integration Procedures or Calculations. While it could compute the final quote (e.g., $UnitPrice * DiscountFactor$), it doesn't retrieve data or perform lookups based on grade and size. It's a supporting tool, not a primary solution for this requirement.

References:

* Salesforce OmniStudio Documentation: Decision Matrix Overview - Describes using Decision Matrices for multi-condition lookups.

* Salesforce OmniStudio Developer Guide: DataRaptor Extract - Details retrieving Salesforce data for OmniScript use.

NEW QUESTION # 76

An investment portfolio manager wants to build a console to display:

- * Client information
- * Profile attributes

* Investment instrument information

There are more than 20 profile attributes. Each investment instrument has 15 fields of information to display.

The fields should be grouped logically.

How should the consultant design a solution to meet the requirements?

- A. * A header FlexCard for client information with a Flyout for profile attributes* Child FlexCards for investment instruments with a Flyout for additional information
- B. * A header FlexCard for client information and profile attributes* FlexCards for investment instrument information
- **C. * An OmniScript with a Step for client information* Block Elements for investment instruments**
- D. * A header FlexCard for client information and profile attributes* Child FlexCards for investment instruments with a Flyout for additional information

Answer: C

Explanation:

The consultant should design a solution using an OmniScript with multiple Step elements to meet the requirements. An OmniScript is a tool that can design customer interactions using elements and actions. The consultant can use an OmniScript to display client information, profile attributes, and investment instrument information. A Step element can group related fields and elements in an OmniScript, and display them in a page or a section. The consultant can use multiple Step elements to organize the information into logical groups, such as client information, profile attributes, and investment instruments

NEW QUESTION # 77

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