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Salesforce Order-Management-Administrator Exam Syllabus Topics:

Topic	Details
Topic 1	• Process Automation and Integrations: 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.

Topic 2	• Order Management Basics: 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.
Topic 3	• Data Model: 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.

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Salesforce Order Management Administrator Accredited Professional Sample Questions (Q71-Q76):

NEW QUESTION # 71
When can an Invoice be created?

- A. At any point before the Fulfillment Order is created, by customizing flow "Create invoice"
- B. At any point after the Fulfillment Order is created, by customizing flow "Create Invoice'
- C. At any point before the Fulfillment Order is created, by customizing flow "Create Invoice and Ensure Funds"
- D. At any point after the Fulfillment Order is created, by customizing flow 'Create Invoice and Ensure Funds*

Answer: B

Explanation:
The correct time and way for creating an Invoice is at any point after the Fulfillment Order is created, by customizing flow "Create Invoice". This flow is a core action that creates an Invoice record from a Fulfillment Order record, and updates the status of both records accordingly. The administrator can customize this flow to suit their business needs, such as adding conditions, actions, or subflows. Verified Reference: https://help.salesforce.com/s/articleView?
id=sf.flow_ref_elements_om_actions_create_invoice.htm&type=5

NEW QUESTION # 72
An administrator needs to import Order Summary records containing historical data but does not want them to be actioned on by Order Management. Which feature supports this use case?

- A. Custom checkbox
- B. Order Life Cycle Type Picklist
- C. Order Management Type Picklist
- D. Unmanaged Order Checkbox

Answer: D

Explanation:
The feature that supports this use case is the Unmanaged Order Checkbox. This is a standard field on the Order Summary object

that indicates whether the order is managed by Order Management or not. If this field is checked, then the order is not actioned on by Order Management, and it does not trigger any flows or processes. The administrator can use this field to import Order Summary records containing historical data without affecting the order lifecycle. Verified Reference: https://help.salesforce.com/s/articleView?id=sf.order_management_order_summary.htm&type=5

NEW QUESTION # 73

What does the number of Fulfillment Orders created depend upon?

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

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 aregrouped 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

NEW QUESTION # 74

Which object record Is created when customer returns a product after fulfillment?

- A. Payment Order Summary
- B. Return Order
- C. Fulfillment Order
- D. Order Summary Adjustment

Answer: B

Explanation:
The object record that is created when customer returns a product after fulfillment is Return Order. A Return Order is a record that represents a return request for an order or part of an order. A Return Order has a lookup relationship to both Order Summary and Change Order objects, and it contains information such as the return reason, status, date, etc. Verified References:https://help.salesforce.com/s/articleView?id=sf.order_management_return_order.htm&type=5

NEW QUESTION # 75

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

Answer: A

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. Reference: B2C Commerce Integration, Order Management Lifecycle

NEW QUESTION # 76

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CertkingdomPDF Salesforce Order Management Administrator Accredited Professional (Order-Management-Administrator) practice test material covers all the key topics and areas of knowledge necessary to master the Salesforce Certification Exam. Experienced industry professionals design the Order-Management-Administrator exam questions and are regularly updated to reflect the latest changes in the Salesforce Order Management Administrator Accredited Professional (Order-Management-Administrator) exam. In addition, CertkingdomPDF offers three different formats of practice material which are discussed below.

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