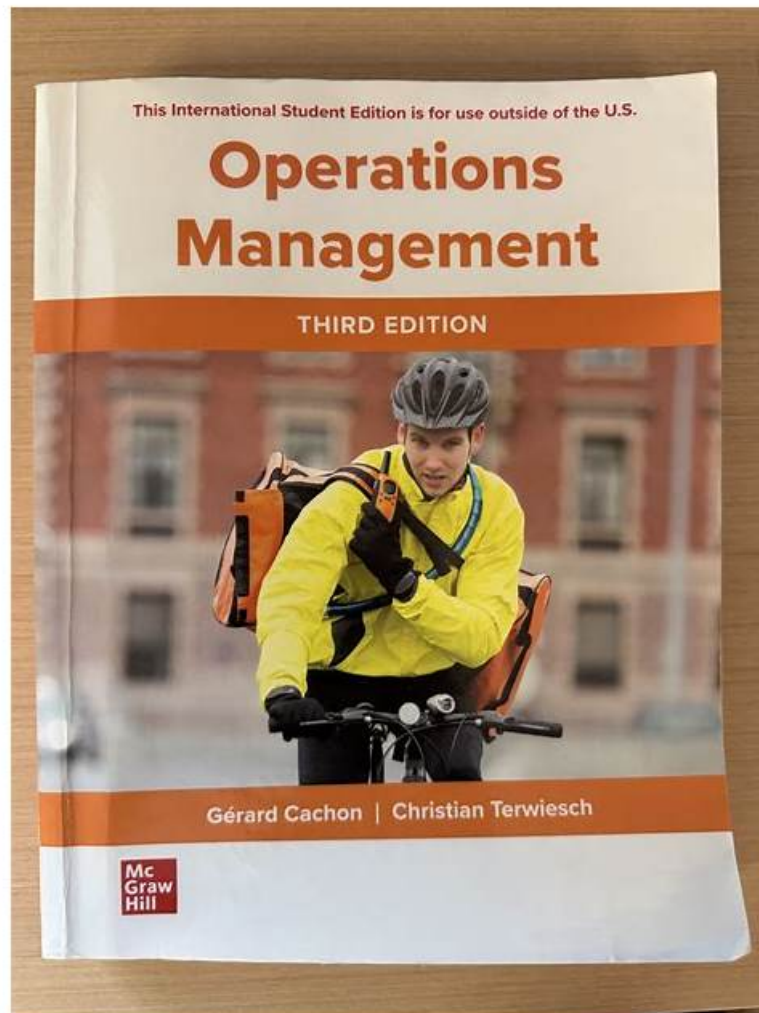


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Salesforce Order-Management-Administrator Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none"> • User Experience and Customization: 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.
Topic 3	<ul style="list-style-type: none"> • Advanced Topics: This topic challenges the Salesforce Order Management Administrator Consultant to diagnose and resolve configuration issues that hinder the launch or operation of Order Management processes. Proficiency includes troubleshooting integration problems and articulating how various processes interact to support successful deployments and system functionality.

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Salesforce Order Management Administrator Accredited Professional Sample Questions (Q61-Q66):

NEW QUESTION # 61

What type of relationship exists between FulfillmentOrder and Order Delivery Method?

- A. Junction (Many to Many)
- **B. Lookup (Order Delivery Method)**
- C. One-to-One Lookup (Location) FulfillmentFrom LocationId
- D. Master-Detail (Order Delivery Method)

Answer: B

Explanation:

The type of relationship that exists between FulfillmentOrder and Order Delivery Method is Lookup (OrderDelivery Method). A Lookup field is a type of custom field that creates a relationship between two objects, but does not support rollup summary fields. In this case, a FulfillmentOrder has a Lookup field named Order Delivery Method that references an Order Delivery Method record. An Order Delivery Method is a record that represents a delivery option for fulfilling orders, such as standard shipping, express shipping, in-store pickup, etc. An Order Delivery Method can have many FulfillmentOrders associated with it, but a FulfillmentOrder can only have one Order Delivery Method. Verified References: https://help.salesforce.com/s/articleView?id=sf.custom_field_types.htm&type=5https://help.salesforce.com/s/articleView?id=sf.order_management_order_delivery_method.htm&type=5

NEW QUESTION # 62

Which three objects are likely to get created in Order Management as an order progresses through its lifecycle?

- A. rma order
- B. Replacement Order
- **C. Return Order**
- **D. Fulfillment Order**
- **E. Change Order**

Answer: C,D,E

Explanation:

Three objects that are likely to get created in Order Management as an order progresses through its lifecycle are:

Fulfillment Order. A Fulfillment Order is a record that represents a group of products in an order that are fulfilled together from the same location. A Fulfillment Order has a lookup relationship to the Order Summary object, and it contains information such as the fulfillment location, delivery method, status, etc.

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.

Change Order. A Change Order is a record that represents a change request for an order or part of an order. A Change Order has a lookup relationship to the Order Summary object, and it contains information such as the change type, status, date, etc.

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

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

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

NEW QUESTION # 63

What does a summary object represent?

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

Answer: D

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 # 64

What are two reasons for using Flows instead of Apex code?

- **A. Flows provide a visual debug process**
- B. Flows have better performance options for large batches of records
- **C. Flows can be modified and created without a developer**
- D. Flows can be triggered by undelete events

Answer: A,C

Explanation:

Two reasons for using Flows instead of Apex code are:

Flows can be modified and created without a developer. Flows are declarative tools that allow administrators to build complex business logic using clicks instead of code. Flows do not require any programming skills or knowledge, and they can be easily modified and maintained by administrators.

Flows provide a visual debug process. Flows have a built-in debugger that allows administrators to test and troubleshoot their flows in a graphical interface. The debugger shows the flow execution path, the values of variables and sObject fields, and any errors or warnings that occur in the flow.

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

NEW QUESTION # 65

What does the number of Fulfillment Orders created depend upon?

- A. Fulfillment Location, Delivery Method and Number of Payments

- B. Fulfillment Location, Recipient Address and Quantity
- **C. Fulfillment Location, Delivery Method and Recipient Address**
- D. Fulfillment Location, Delivery Charges and Quantity

Answer: C

Explanation:

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

NEW QUESTION # 66

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