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## Salesforce AP-209 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• Resource Management: This domain focuses on managing resource availability, Service Territory Management capabilities, handling different resource types, and implementing optimal scheduling strategies for field service personnel.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• Optimization: This domain covers using service objectives for automated scheduling, global optimization engine capabilities, troubleshooting optimization issues, and strategies to improve scheduling quality and efficiency.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• Mobile: This domain covers offline functionality in the Field Service Mobile app, mobile customization and extension options, technician management capabilities, and communication features between dispatchers, technicians, and customers.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>• Foundation: This domain addresses modeling complex work structures like work orders, constructing maintenance plans for recurring service, and customizing the dispatcher console to improve operational efficiency.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>• Assets: This domain examines asset architecture including hierarchies and relationships, and strategies for tracking and managing customer assets throughout their lifecycle.</li></ul>

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## Salesforce Advanced Field Service Accredited Professional Sample Questions

## (Q11-Q16):

### NEW QUESTION # 11

Universal Containers stores critical job information in the description field on the Service Appointment. Dispatchers need to have a view into this data from the Gantt with minimal clicks, job information is often many characters. What should a consultant recommend to meet their requirements?

- A. Add the description field to the 'Service Tooltip Gantt' field set on Service Appointment, this field set controls the tooltip layout shown when hovering over an appointment on the Gantt
- B. Create a list view and add the description field as a column to appear in the Service Appointment list view within the Gantt
- C. Add the description field to the 'Service Appointment List Preview' field set on Service Appointment, this field set controls the fields that appear when a user hovers on the appointment information icon
- D. Add the description field to the 'Service Appointment List Columns' field set on Service Appointment. Adjust column widths to expose the entire description field, this field set controls the fields that appear in the appointment list as columns

**Answer: A**

Explanation:

The requirement is to see data "from the Gantt" (the visual chart) with "minimal clicks."

\* Option D is correct. The Service Tooltip Gantt field set on the Service Appointment object controls the pop-up text box that appears when a dispatcher hovers their mouse over a Service Appointment bar on the Gantt chart. This requires zero clicks and is the fastest way to inspect details like "Description" without opening the full record.

\* Options A, B, and C refer to the "Appointment List" (the textual list on the left side of the console).

While useful, scrolling through long descriptions in a list column is difficult (Option A) and requires looking away from the Gantt chart itself.

### NEW QUESTION # 12

Green Energy Solutions would like to become more competitive by providing a better service experience to prospects calling in to request an initial assessment visit.

What should a consultant recommend to the business in order to achieve such a goal?

- A. Reduce the length of the arrival window offered to the customers from 4 hours to 2 hours, taking into consideration that this change might impact the quality of optimization
- B. Increase the length of the arrival window offered to the customer from 4 hours to 8 hours, as it will ensure that the assessment visit will be completed before the arrival window ends
- C. Increase the length of the arrival window offered to the customer from 4 hours to 8 hours, which gives the customer more flexibility in preparing for the visit
- D. Reduce the length of the arrival window offered to the customers from 4 hours to 2 hours, which will also allow further flexibility when running optimization

**Answer: A**

Explanation:

This question addresses the trade-off between Customer Experience and Schedule Optimization.

Reducing the arrival window (e.g., from 4 hours to 2 hours) is a common strategy to improve customer service. Customers prefer shorter wait times and more precise appointments. However, a consultant must identify the technical impact of this business decision. \* Option B is correct because it acknowledges the benefit (customer experience) while correctly identifying the risk. Smaller arrival windows serve as tighter constraints on the scheduling engine (Optimization). The engine has less "wiggle room" to shuffle appointments, which can lead to lower overall utilization or higher travel times.

\* Option C is incorrect because reducing the window decreases (restricts) flexibility for optimization, it does not increase it.

\* Options A and D suggest increasing the window to 8 hours. While this is great for the optimization engine (maximum flexibility), it is generally considered a poor customer experience to ask a prospect to wait all day (8 hours), contradicting the business goal of being "more competitive."

### NEW QUESTION # 13

What are the two related lists a consultant will need to pay attention to when viewing Assets that may have been replaced and/or upgraded by new Assets out in the field?

- A. Primary Assets related list as it shows Assets that replaced the current Asset
- B. Related Assets related list as it shows Assets that replaced the current Asset
- C. Related Assets related list as it shows Assets that the current Asset replaced
- D. Primary Assets related list as it shows Assets that the current Asset replaced

**Answer: B,C**

Explanation:

Asset replacement and history in Salesforce are tracked using the Asset Relationship object.

\* Options A and B are correct. The Asset Relationship object links two assets together (e.g., Old Asset -

> New Asset) with a relationship type like "Replacement" or "Upgrade." On the Asset page layout, this related list (often labeled "Asset Relationships" or "Related Assets") allows you to see the history in both directions:

\* Forward: See the new asset that replaced this asset (Option A).

\* Backward: See the old asset that this asset replaced (Option B).

\* Options C and D are incorrect. "Primary Assets" is typically a concept associated with Service Contracts (covering the main asset) or Entitlements, not the history of physical swaps/upgrades between asset records.

(Note: The provided PDF source likely contains an error marking D as correct. "Primary Assets" is not the standard location for replacement history.)

#### NEW QUESTION # 14

Green Energy Solutions provide two types of services: 'New Installs' (high revenue, high priority with a 3 day SLA) and 'Inspections' (proactive, low priority activities due 3 months out). The company incurs a penalty for missing due dates which the service manager would like to avoid. However, not at the expense of a new install.

What should the consultant's recommendation be in such a case?

- A. Add the 'ASAP' Service Objective to the Scheduling Policy, with a 'Relevance Group' that only considers new installs. Set the weight of that Service Objective to be higher than the 'Priority' Service Objective
- B. Use a 'Dynamic Priority' formula field that increases the value of the priority each day, up to a value of '2' (using the 1-100 scale) and set the priority of the new install jobs to '1'
- C. Set up an automation that sets the priority value to '1' for all inspections that are due tomorrow, and set the priority of the New install jobs to '1' as well
- D. For inspections with a due date taking place in the next 7 days, set the 'Schedule Over Lower Priority' Boolean to 'True'

**Answer: C**

Explanation:

The goal is to prevent low-priority "Inspections" from being ignored indefinitely until they miss their deadline, without permanently ranking them above high-value "New Installs."

\* Option B is correct (based on the scenario's specific constraints). By using automation to elevate the Inspection's priority to '1' (High) only when it is due "tomorrow," the system treats it as urgent only when necessary to avoid the penalty. Since "New Installs" are also Priority '1', the two will compete on equal footing on that final day, ensuring the Inspection has a fighting chance to be scheduled alongside high-value work.

\* Option C (Dynamic Priority) is a standard solution for "aging" work. However, the option states it caps the value at '2'. In standard SFS priority (where 1 is highest), a '2' will never beat a '1'. Therefore, the inspection would still likely be bumped by a New Install (Priority 1) even on its due date, leading to a penalty.

\* Option D ("Schedule Over Lower Priority") is used for emergency reshuffling, but does not inherently solve the prioritization logic between these two specific task types.

#### NEW QUESTION # 15

A customer outsources some of the work to contractors. The contractors in company A need to be able to accept up to 4 hours of maintenance work per day, but their resources only work 9-10 am. They manage the scheduling and order of these jobs outside of Salesforce.

Contractor company B also must only accept 4 hours of work per day but work from 9-5 pm and manage their schedule inside Salesforce. The customer is using optimization.

Which two configurations need to be created to support the requirement?

- A. Configure 'Capacity Based Resources' with an 'Hours Per Time Period' of 4 and a 'Time Period' of 'Day' for contractor group A. Set Operating Hours to 9-10 am for contractor group A resources and use 'Schedule Over Lower Priority' to allow for overbooking resources

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