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Salesforce Order-Management-Administrator Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• 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	• 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 4	• 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.

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Salesforce Order Management Administrator Accredited Professional Sample Questions (Q70-Q75):

NEW QUESTION # 70
A customer applied a 10% off discount when placing an order. What object is created when the discount is applied to the order?

- A. Order Adjustment Group Summary
- B. Credit Memo
- C. Order Payment Summary
- D. Order Discount

Answer: A

Explanation:
When a customer applies a discount when placing an order, an order adjustment group summary is created. An order adjustment group summary is a record that represents a modification to the order amount, such as a discount, a surcharge, or a tax. An order adjustment group summary can have one or more order adjustments, which are the individual modifications that are applied to the order or the order items. An order can have one or more order adjustment group summaries, depending on how many types of modifications are applied to the order. Reference: Order Management Objects, [Order Adjustments]

NEW QUESTION # 71
The Ensure Funds process works on which set of Order Items?

- A. Only the items on the Fulfillment Order passed into the Ensure Funds method
- B. All Sales Order Items
- C. Only the items with a status of Waiting Payment
- D. Only the items passed into the Ensure Funds method
- E. All Items within a delivery group

Answer: D

Explanation:
The Ensure Funds process works on only the items passed into the Ensure Funds method. This method is a flow core action that verifies that there are enough funds available for each Order Item passed into it, and updates their payment status accordingly. The administrator can pass any Order Items into this method, regardless of their status or delivery group. Verified References:https://help.salesforce.com/s/articleView?
id=sf.flow_ref_elements_om_actions_ensure_funds_async.htm&type=5

NEW QUESTION # 72

Once the administrator has activated the integration between B2C Commerce and Order Management, orders being placed by customers will be sent to Order Management if the order status is set to which two values?

- A. Open
- B. Drafted
- C. New
- D. Created
- E. Active

Answer: C,E

Explanation:
Explanation
Once the administrator has activated the integration between B2C Commerce and Order Management, orders being placed by customers will be sent to Order Management if the order status is set to Active or New. These are the two order statuses that indicate that an order has been created or confirmed by a customer, and that it needs to be processed by OrderManagement.
Verified References:https://help.salesforce.com/s/articleView?id=sf.order_management_order_api.htm&type=5

NEW QUESTION # 73

Whichtwo Order Management objects have their tabs set to Tab Hidden by default?

- A. OrderDeliveryMethod
- B. Fulfillment Orders
- C. Accounts
- D. Locations
- E. SalesLocation

Answer: A,D

Explanation:
The OrderDeliveryMethod and Locations objects have their tabs set to Tab Hidden by default. These objects are used to store information about how an order is delivered and where it is fulfilled from, respectively. They are not meant to be accessed directly by users, but rather through related lists or lookup fields on other objects. References: Order Management Objects

NEW QUESTION # 74

An admin is observing a flow and needs to watch all of the variables changing as the process executes, but nothing like this is being displayed. What did the developer forget to enable?

- A. Show execution details inline
- B. Show the details of what's executed and render flow in Lightning Runtime
- C. Show the details of what's executed and render flow in Lightning Experience
- D. E. Show execution details

Answer: B

NEW QUESTION # 75

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