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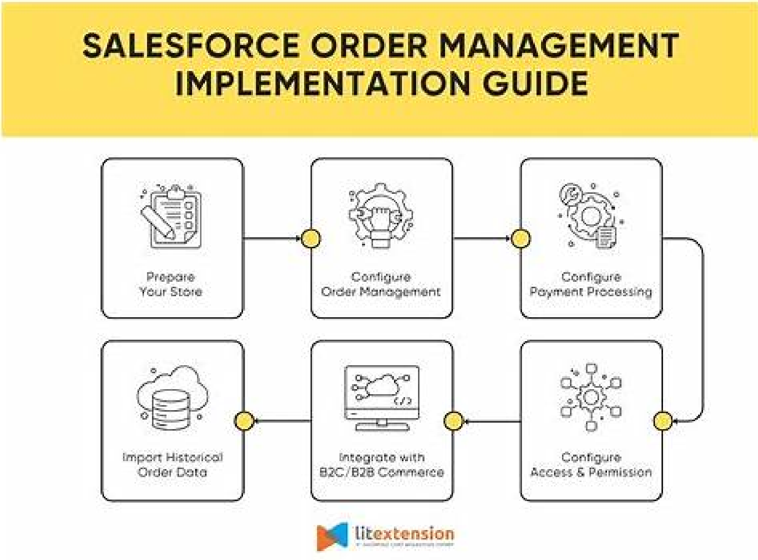

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Salesforce Order-Management-Administrator Exam Syllabus Topics:

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	• 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	• 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 4	• Deployment and Debugging: In this area, aspiring order management administrator consultant demonstrates a deep understanding of deployment options, life cycles, and the configuration of supporting objects. This includes creating processes from scratch, leveraging pre-set data, and validating results in runtime scenarios.
Topic 5	• 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 (Q49-Q54):

NEW QUESTION # 49
When can an Invoice be created?

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

Answer: C

Explanation:
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 Invoicerecord 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 References:https://help.salesforce.com/s/articleView?id=sf.flow_ref_elements_om_actions_create_invoice.htm&

NEW QUESTION # 50
How can an administrator add visibility rules for the buttons in the Highlights Panel on the Order Summary record page?

- A. Create a custom Highlights Panel component
- B. Modify the visibility rules of the Highlights Panel Actions in the page layout
- C. Modify the Lightning Record Page Highlights Panel using Dynamic Actions
- D. Navigate to the Order Summary object in Setup and modify the Highlights Panel visibility rules

Answer: C

Explanation:
Dynamic Actions allow an administrator to add visibility rules for the buttons in the Highlights Panel on the Lightning Record Page.
Dynamic Actions let you configure when and where actions appear on a record page based on criteria such as record field values, user permissions, or device type.

NEW QUESTION # 51
Which three objects are found within Order Management?
Choose 3 answers

- A. Payment Summary
- B. Shopping Bag
- C. Fulfillment Order
- D. Warehouse Checklist
- E. Invoice

Answer: A,C,E

NEW QUESTION # 52
A user wants to review credit card payment data for a specific Order. Which object should the employee navigate to?

- A. Order
- B. Payment
- C. Payment Method
- D. Order Payment Summary

Answer: D

Explanation:
The object that the user should navigate to to review credit card payment data for a specific Order is Order Payment Summary. An Order Payment Summary is a record that represents a payment made for an order or part of an order. An Order Payment Summary has a lookup relationship to both Order Summary and Invoice objects, and it contains information such as the payment amount, method, status, etc. Verified Reference: https://help.salesforce.com/s/articleView?id=sf.order_management_order_payment_summary.htm&type=5

NEW QUESTION # 53
Some admins are exploring the optimal Data Model for their QMS Org. What should be considered when choosing between Person Accounts vs Contacts?

- A. Person Accounts once enabled can be rolled back
- B. Person Accounts once enabled cannot be rolled back and makes changes to the data model
- C. Person Accounts are appropriate for B2C transactions while Account-Contact model is appropriate for B2B transactions
- D. Person Accounts are appropriate for B2B transactions while Account-Contact model is appropriate for B2C transactions

Answer: C

Explanation:
Explanation
The correct statement about Person Accounts and Contacts is that Person Accounts are appropriate for B2C transactions while Account-Contact model is appropriate for B2B transactions. A Person Account is a type of account that represents an individual consumer, rather than a business or organization. A Person Account combines the features and fields of both the Account and Contact objects, and it does not require a Contact record to be associated with it. A Person Account is suitable for B2C transactions, where the customers are individual consumers who purchase products or services for personal use. An Account-Contact model is a type of data model that represents a business or organization as an account, and its employees or affiliates as contacts. An account can have many contacts associated with it, but a contact can only belong to one account.
An Account-Contact model is suitable for B2B transactions, where the customers are businesses or organizations that purchase products or services for professional use. Verified References:
https://help.salesforce.com/s/articleView?id=sf.accounts_person.htm&type=5https://help.salesforce.com/s/article

NEW QUESTION # 54
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