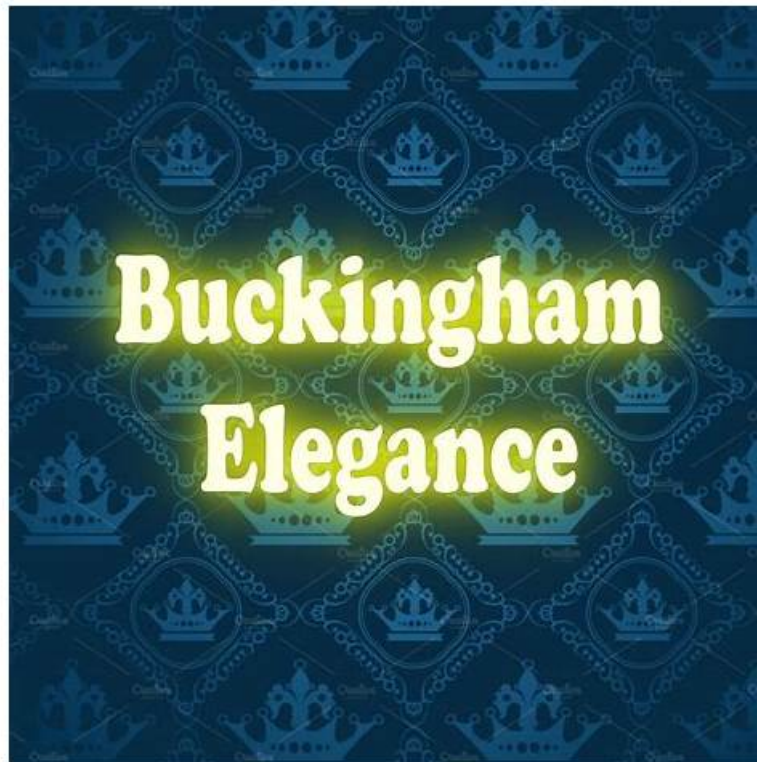


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Salesforce Order Management Administrator Accredited Professional Sample Questions (Q61-Q66):

NEW QUESTION # 61

The order object represents which two statements? (Choose 2)

- A. An overall summary of the order being processed
- B. The invoice data for accounting purposes
- C. The customer's intent at the time of purchase

- D. The initial exchange of funds for goods or services

Answer: C,D

NEW QUESTION # 62

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

Answer: A,D

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 Order Management.

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

NEW QUESTION # 63

What are three tools that can be used to deploy changes to a Salesforce Org?

Choose 3 answers

- A. Salesforce Pull Requests
- B. Ant Migration Tool
- C. Change Sets
- D. Developer Console
- E. Release Manager

Answer: B,C,D

NEW QUESTION # 64

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:

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

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

NEW QUESTION # 65

Which three statements are true about change sets?

- A. Sending a change set between two orgs requires a deployment connection
- B. Change sets can only be sent between orgs that are affiliated with a production org
- C. A change request should be created when the admin wants to send customizations from the current org to another org
- D. Change sets can contain only modifications made through the Setup menu
- E. Changes can be deployed to any instance of Salesforce as long as the destination has approved it

Answer: A,B,D

Explanation:

Three statements that are true about change sets are:

Sending a change set between two orgs requires a deployment connection. A deployment connection is a link between two orgs that allows one org to send change sets to another org.

Change sets can only be sent between orgs that are affiliated with a production org. A production org is an org that is used for live operations and data, and it can have one or more sandbox orgs that are used for development and testing. Change sets can only be sent from a sandbox org to its associated production org, or from one sandbox org to another sandbox org that shares the same production org.

Change sets can contain only modifications made through the Setup menu. A change set is a collection of metadata components that can be deployed from one org to another. Metadata components are customizations that are made through the Setup menu, such as custom objects, fields, workflows, etc.

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

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

NEW QUESTION # 66

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