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Salesforce Order Management Administrator Accredited Professional Sample Questions (Q88-Q93):

NEW QUESTION # 88

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

- A. Fulfillment Order
- B. rmaorder
- C. Replacement Order
- D. Return Order
- E. Change Order

Answer: A,D,E

Explanation:

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 References:

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 # 89

Which practice should an admin consider when working with the Ensure Funds Async action?

- A. The Invoice ID should be logged before passing it to the Ensure Funds Async action
- B. The invoice object should be cloned to a custom object before calling the action
- C. The invoice ID should be assigned somewhere in the flow before calling the action
- D. The invoice object should be logged and cloned to a custom object before calling the action

Answer: C

Explanation:

The Ensure Funds Async action requires the invoice ID as an input parameter. The action checks if there are enough funds available for the invoice and updates the invoice status accordingly. The invoice ID should be assigned somewhere in the flow before calling the action, otherwise the action will fail.

References: Salesforce Payments and Order Management

NEW QUESTION # 90

An admin is analyzing project requirements and notes that there are requirements to support both high volume and multiple locations.

What is the recommended approach for this scenario?

- A. Download the Single Location High Volume sample flow and the Multiple Locations sample flow from the Partner Community and make a blend between the two considering trade-offs
- B. Download the Single Location High Volume sample flow from the Partner Community and modify all the flows to loop through locations
- C. Download the Single Location High Volume sample flow from the Partner Community and have the developers add Apex code to enhance performance
- D. Download the Multiple Locations sample flow from the Partner Community and have developers add Apex code to enhance performance

Answer: A

Explanation:

The Single Location High Volume sample flow and the Multiple Locations sample flow are two examples of how to implement order fulfillment with Order Management. The Single Location High Volume sample flow is optimized for performance and scalability, but it only supports one fulfillment location per order. The Multiple Locations sample flow supports multiple fulfillment locations per order, but it has lower performance and scalability. To support both high volume and multiple locations, an admin can download both sample flows from the Partner Community and make a blend between them, considering trade-offs such as complexity, maintainability, and customizability. Reference: Order Fulfillment Flows, Partner Community

NEW QUESTION # 91

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

Answer: A

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 # 92

An admin is working with Order Management licensed as standalone (B2C Commerce is not in the scenario).

The admin submits a JSON payload using Workbench and Workbench indicates the operation was successful. The second time the same payload is submitted the operation fails. What are two likely causes?

- A. Stock Keeping Unit values must be updated
- B. The payment data must be updated
- C. The Order Reference Number must be updated
- D. The stock levels in the org are depleted from the first order

Answer: B,C

Explanation:

Two likely causes that could make the second submission of the same JSON payload fail are:

The payment data must be updated. The payment data in the JSON payload contains information such as the payment method, amount, and authorization code. If the same payment data is used for the second order, it may cause a duplicate payment error or an invalid authorization error.

The Order Reference Number must be updated. The Order Reference Number is a unique identifier for each order that is generated by the external system and sent in the JSON payload. If the same Order Reference Number is used for the second order, it may cause a duplicate order error or an invalid order error.

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

NEW QUESTION # 93

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