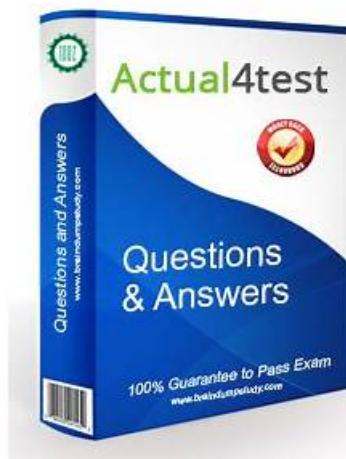


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Salesforce Order Management Administrator Accredited Professional Sample Questions (Q55-Q60):

NEW QUESTION # 55

A company's Salesforce org has high-scale orders enabled. During a flash sale, a customer service representative needs to service an order but it shows as a Pending Order Summary in Salesforce.

What should the customer service representative do?

- A. Manually create the Order Summary record
- B. Import the Order from the associated Account page
- C. Use the Create Order Summary action on the Order records actions menu
- D. The customer service representative has to wait until the Order Summary is created

Answer: D

Explanation:

The best thing for the customer service representative to do in this situation is to wait until the Order Summary is created. An Order Summary is a record that represents the financial summary of an order that is received from an external system, such as B2C Commerce or B2B Commerce. An Order Summary is created after an order is ingested into Order Management, and it triggers various flows and processes for order fulfillment and payment processing. A Pending Order Summary is a temporary record that indicates that an order has been received but not yet processed by Order Management. A customer service representative cannot service an order until it has an Order Summary record. Verified Reference: https://help.salesforce.com/s/articleView?id=sf.order_management_order_summary.htm&type=5

NEW QUESTION # 56

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

Answer: A

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 # 57

What are two items that an administrator should consider when building out a flow for one location vs multiple locations?

- A. Multiple locations will introduce nested loops which can make the canvas substantially larger
- B. Multiple locations can lead to limit exceptions
- C. Having multiple locations mandates writing custom Apex code
- D. A default warehouse location should be set first in flows handling multiple locations

Answer: A,B

Explanation:

When building a flow for multiple locations, an administrator should consider the following challenges:

Multiple locations will introduce nested loops which can make the canvas substantially larger. For example, a flow that handles multiple fulfillment orders per order and multiple fulfillment order lines per fulfillment order will need to loop through both levels of records. This can make the flow more complex and harder to maintain.

Multiple locations can lead to limit exceptions. For example, a flow that queries or updates a large number of records across multiple locations may hit the SOQL query limit or the DML statement limit. To avoid this, an administrator should use bulkified actions and optimize the flow performance. Reference: Order Fulfillment Flows, [Flow Performance Best Practices]

NEW QUESTION # 58

Users are reporting slow load times for Lightning Record Pages. How can an administrator analyze the performance?

- A. Use Chrome DevTools
- B. Use the Page Layout Analysis tool in Setup
- **C. Use the Analyze function in the Lightning Record Page editor**
- D. Run a performance analysis using the Developer Console

Answer: C

Explanation:

The Analyze function in the Lightning Record Page editor helps an administrator analyze the performance of a Lightning RecordPage. It provides recommendations on how to improve the page load time, such as removing unused components, reducing the number of fields, or using conditional visibility rules.

NEW QUESTION # 59

What object does the Ensure Funds Apex Flow action look for when resolving Invoice balances associated with an Order Summary?

- A. Payments
- B. Order Payments
- **C. Order Payment Summaries**
- D. Payment Summaries

Answer: C

Explanation:

The object that the Ensure Funds Apex Flow action looks for when resolving Invoice balances associated with an Order Summary is Order Payment Summaries. This object represents the payments made for an order, and it has a lookup relationship to both Invoice and Order Summary objects. The Ensure Funds Apex Flow action uses this object to calculate the balance due for each Invoice and update its status accordingly. Verified Reference: https://help.salesforce.com/s/articleView?id=sf.order_management_order_payment_summary.htm&type=5

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

NEW QUESTION # 60

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