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QUESTION 1

How can an administrator allow an org to publish a change set to another org?

A. In the target org: Open Deployment Settings, Select the environments to allow publishing from and Move them to the Enabled list

B. In the source org: open Deployment settings, Select the environments to publish to and Move them to the enabled list

C. In the source org: Open Publish Settings, Select the checkbox next to the environment to publish to and Click Save

D. In the target org: Open Deployment Settings, Click Edit next to the source org. Select Allow Inbound Changes and Click Save

Correct Answer: A

The correct way for an administrator to allow an org to publish a change set to another org is to open Deployment Settings in the target org, select the environments to allow publishing from and move them to the Enabled list. This creates a deployment connection between the source org and the target org, which allows the source org to upload change sets to the target org.
https://help.salesforce.com/s/articleView?id=sf.changesets_create_outbound.htmandtype=5

QUESTION 2

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 cannot be rolled back and makes changes to the data model

B. Person Accounts once enabled can be rolled back

C. Person Accounts are appropriate for B2B transactions while Account-Contact model is appropriate for B2C transactions

D. Person Accounts are appropriate for B2C transactions while Account-Contact model is appropriate for B2B transactions

Correct Answer: D

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.

https://help.salesforce.com/s/articleView?id=sf.accounts_person.htmandtype=5
https://help.salesforce.com/s/articleView?id=sf.accounts_contacts.htmandtype=5

QUESTION 3

An administrator is looking for payment information about a returned item on an Order Summary. Which object should the administrator look at?

A. Return

B. Credit Memo

C. Invoice

D. Return Order Summary

Correct Answer: B

The object that the administrator should look at to find payment information about a returned item on an Order Summary is Credit Memo. A Credit Memo is a record that represents a refund or credit issued to a customer for a returned item. A Credit Memo has a lookup relationship to both Order Summary and Return Order objects, and it contains information such as the credit amount, status, payment method, etc.
https://help.salesforce.com/s/articleView?id=sf.order_management_credit_memo.htmandtype =5

QUESTION 4

An administrator needs to import Order Summary records containing historical data but does not want them to be actioned on by Order Management. Which feature supports this use case?

A. Custom checkbox

B. Unmanaged Order Checkbox

C. Order Life Cycle Type Picklist

D. Order Management Type Picklist

Correct Answer: B

The feature that supports this use case is the Unmanaged Order Checkbox. This is a standard field on the Order Summary object that indicates whether the order is managed by Order Management or not. If this field is checked, then the order is not actioned on by Order Management, and it does not trigger any flows or processes. The administrator can use this field to import Order Summary records containing historical data without affecting the order lifecycle.
https://help.salesforce.com/s/articleView?id=sf.order_management_order_summary.htmandt ype=5

QUESTION 5

What type of relationship exists between FulfillmentOrder and Order Delivery Method?

A. Lookup (Order Delivery Method)

B. Master-Detail (Order Delivery Method)

C. Junction (Many to Many)

D. One-to-One Lookup (Location) FulfillmentFrom LocationId

Correct Answer: A

The type of relationship that exists between FulfillmentOrder and Order Delivery Method is Lookup (Order Delivery Method). A Lookup field is a type of custom field that creates a relationship between two objects, but does not support rollup summary fields. In this case, a FulfillmentOrder has a Lookup field named Order Delivery Method that references an Order Delivery Method record. An Order Delivery Method is a record that represents a delivery option for fulfilling orders, such as standard shipping, express shipping, in-store pickup, etc. An Order Delivery Method can have many FulfillmentOrders associated with it, but a FulfillmentOrder can only have one Order Delivery Method.

https://help.salesforce.com/s/articleView?id=sf.custom_field_types.htmandtype=5
https://help.salesforce.com/s/articleView?id=sf.order_management_order_delivery_method .htmandtype=5

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