Free Questions for Salesforce-Maps-Professional by dumpshq

Shared by Swanson on 29-01-2024

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Question 1

Question Type: MultipleChoice

The Sales team wants to specify days of the week that visits can be scheduled at a certain Account by Maps Advanced Visit plans. What does an Admin need to set up to meet this requirement?

Options:

A- Promotional Windows

B- Maximum Shift Length

C- Minimum and Maximum Days Between Visits

D- Visit Windows

Answer:

D

Explanation:

Salesforce Maps Advanced Visit Plans allow users to create and optimize routes for visiting customers based on various criteria and settings. One of the settings that can be configured is the visit window, which specifies the days and times that a customer can be visited. To meet the requirement of specifying the days of the week that visits can be scheduled at a certain account, an admin needs to set up the visit window for that account. The visit window can be defined at the account level or the dataset level. The admin can use the standard fields of Start Date, End Date, Start Time, and End Time, or create custom fields to define the visit window. The admin can also use the Promotional Window field to override the visit window for a specific period of time. The visit window helps to ensure that the routes are generated according to the customer's availability and preference.Reference:Creating Visit Plans,Define Visit and Optimization Parameters,Create and configure Maps Advanced Visit Plan

Question 2

Question Type: **MultipleChoice**

A Sales Management team has asked their Salesforce admin to develop a weekly report showing the total mileage driven by each Sales Rep on their team. Assuming the Reps have Live Tracking turned on during their normal work day, which object contains the distance driven in a day?

Options:

A- Maps Live Asset Daily Summary

B- Maps Live Asset Daily Summary Event

C- Maps Live Driver

D- Maps Live Daily Trip

Answer:

A

Explanation:

Salesforce Maps Live Tracking allows users to track the live and historical locations of vehicles, equipment, and users in the field. To generate reports on the distance driven by each sales rep, the admin needs to use the Maps Live Asset Daily Summary object. This object contains the summary data for each asset, such as the total distance, duration, and fuel consumption for a given day. The admin can create a report on this object and group it by the asset name or driver name to see the total mileage driven by each sales rep on their team. The other objects are not suitable for this purpose, because they either contain the individual events for each asset, such as stops, speeding, and safety incidents (Maps Live Asset Daily Summary Event), the driver information for each asset (Maps Live Driver), or the trip information for each asset, such as the start and end locations, distance, and duration (Maps Live Daily Trip).Reference:Salesforce Maps Live: Getting Started Guide,Create Live Daily Summary Configuration in Salesforce Maps,Get to Know Salesforce Maps Unit | Salesforce Trailhead

Question 3

Question Type: **MultipleChoice**

What are two common reasons why a new account marker layer would display an error for "bad addresses?"

Options:

A- The Base Object has not been configured correctly

B- The address on the Account record is invalid

C- The Salesforce record has been deleted

D- The Account Marker Layer's filters need to be adjusted

Answer:

A, B

Explanation:

A new account marker layer may display an error for "bad addresses" if the address on the account record is unknown or invalid, or if the base object has not been configured correctly. A bad address means that the record failed to plot on the map, and it can affect the accuracy and completeness of the data visualization. To fix this issue, the user can either drop a pin on the map to manually set the location of the record, or clear the coordinates and set the verified location by dragging the marker. The user can also check the base object configuration under Installed Package | Configure | Base Objects and make sure the address fields are mapped correctly.Reference:How to handle Maps bad addresses,Drop a pin for bad addresses in Maps,Salesforce Maps Base Objects

Question 4

Question Type: **MultipleChoice**

A Salesforce Maps implementation partner is meeting with a prospect that already uses a legacy mapping solution for the Sales Team and wants to replace it with Salesforce Maps. What is the best action the implementation partner take?

Options:

A- Transform the customer's business processes and capture new requirements to implement in Salesforce Maps

B- Keep the existing mapping solution and implement new requirements in Salesforce Maps

C- Transform the Salesforce Maps UI to match the legacy mapping solution' UI to retain user adoption

D- Build API's to connect the legacy mapping solution with Salesforce Maps to have one unified Maps solution

Answer:

A

Explanation:

Salesforce Maps is a powerful tool that supports field sales operations from top to bottom. It combines geographical data with CRM data, including critical features such as territory management, route optimization, geolocation tracking, and data visualization. To replace a legacy mapping solution with Salesforce Maps, the best action for an implementation partner is to transform the customer's business processes and capture new requirements to implement in Salesforce Maps. This way, the partner can leverage the full potential of Salesforce Maps and tailor it to the customer's specific needs and goals. The partner can also help the customer with the implementation process, such as assessing the current sales operations, defining the records and fields for the datasets, creating and publishing alignments, and controlling access to datasets and alignments. The partner can also provide training and support for the customer to ensure a smooth transition and user adoption.Reference:Ultimate Guide to Salesforce Maps: How to Use & Implementation,Implementing Salesforce Maps Territory Planning,Best Sales Mapping Software | Salesforce Maps - Salesforce.com US,Salesforce Maps Configuration | Salesforce Trailhead,Discover Salesforce Maps | Salesforce Trailhead

Question 5

Question Type: MultipleChoice

An organization requires sales reps utilize Salesforce Maps "Check in" and "Check out". A lot of sales reps have open tasks, they often forget to check out of a task when leaving an appointment. What steps can an admin take to ensure users do not forget to check out of a task using out of the box functionality?

Options:

A- Enable Auto Check Out in Permission Groups under Installed Package | Configure | Permission Groups

B- Go to Salesforce reports, create and share a completed task report with users, and add the report to the users dashboard.

C- Complete the check in settings under Installed Package | Configure | Base objects and make sure verification distance is configured.

D- Enable 'Auto Check Out' for the corresponding Base Object under Installed Package | Configure | Base Objects

Answer:

D

Explanation:

Salesforce Maps allows users to check in and check out of tasks, events, and other records from the map interface. This feature helps users track their activities and log their visits. However, some users may forget to check out of a task when they leave an appointment, which can cause inaccurate data and reports. To prevent this, an admin can enable the "Auto Check Out" feature for the corresponding Base Object under Installed Package | Configure | Base Objects. This feature automatically checks out a user from a record when they move away from the location by a certain distance. The admin can specify the distance threshold and the time interval for the auto check out feature. This way, the users do not have to manually check out of a task, and the data is updated automatically.Reference:Salesforce Maps User Guide,Salesforce Maps Check In and Check Out,Salesforce Maps Base Objects

Question 6

Question Type: **MultipleChoice**

Alpine Energy realigns its sales territories quarterly and saves a copy of the final alignment published during each planning cycle. At the start of the next quarter, planners for the company want to avoid redrawing the existing territory boundaries every time they create a new data set and alignment. Which Territory Planning feature could Alpine Energy use to accomplish this?

Options:

A- Import from Alignment

B- Import from CSV

C- Import from Salesforce Territory Model

D- Import from Data Set

Answer:

A

Explanation:

To avoid redrawing the existing territory boundaries every time they create a new data set and alignment, Alpine Energy can use the Import from Alignment feature in Territory Planning. This feature allows the customer to import an existing territory model and boundary assignments from another alignment that uses the same territory boundaries as the new data set. This way, the customer can save time and effort by reusing their previous territory design and making adjustments as needed. To use this feature, the customer can follow these steps:

Click the Territory Planning tab to launch the app and display the Browser window.

Hover over an active data set and click the + symbol to add a new alignment.

Enter a Name and Description (optional) for the alignment and click Next.

In the Create Alignment window, select Import Model | Import from Alignment | Next.

Select an existing alignment from which to import the model and boundary assignments.

Click Import.

: Create an Alignment in Salesforce Maps Territory Planning | Salesforce Help

: Import a Territory Model from Another Alignment | Salesforce Help

Question 7

Question Type: **MultipleChoice**

A client has configured their data set and alignment in Territory Planning; however, when they open the alignment, they see that no units are assigned to areas despite being assigned in Salesforce. Which two steps should a consultant take to troubleshoot the issue?

Options:

A- Edit the data set, and see what field was used for Unit Assignment. Create a new alignment, and ' use the correct matching logic for this field.

B- Edit the data set, and see what field was used for Unit Id. Edit the alignment, and change matching ' logic to match this field.

C- Edit the data set, and what report and/or queries were used to create it. Double check that the ^ reports and/or queries return records when logged in as the OAuth user.

D- Edit the data set, and see what field was used for Unit Assignment. Edit the records in Salesforce to match the area names in Territory Planning.

Answer:

A, C

Explanation:

According to the Salesforce Help article on Understand and Troubleshoot Unit Assignment in Salesforce Maps Territory Planning5, two steps that a consultant can take to troubleshoot the issue of no units assigned to areas are: edit the data set, and see what field was used for Unit Assignment, and create a new alignment, and use the correct matching logic for this field; and edit the data set, and what report and/or queries were used to create it, and double check that the reports and/or queries return records when logged in as the OAuth user5.These steps will help ensure that the data set has valid unit assignment values and that there are no issues with data access or permissions5.


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