Free Questions for Salesforce-Maps-Professional by dumpssheet

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Question 1

Sales managers want to ensure a logical routing structure for door to door sales and cover all houses on one street before moving to the next. How can this be achieved?

Options:

A- Use Core Maps and create routes

B- Use Maps Advanced and create logical visit plans

C- Use Live Tracking and create routes

D- Create Territories on street level with Territory planning

Answer:

B

Explanation:

The sales managers should use Maps Advanced and create logical visit plans to ensure a logical routing structure for door to door sales and cover all houses on one street before moving to the next. Maps Advanced allows users to create visit plans based on various

criteria, such as frequency, priority, location, and availability. Users can also use logical visit plans, which are a type of visit plan that assigns visits based on proximity and order. This can help users visit all the houses on one street before moving to the next, and reduce travel time and distance. This is explained in theCreate a Logical Visit Plandocument.

Question 2

Question Type: MultipleChoice

When using Salesforce Maps on a mobile device, a user changes the view of the map by zooming out to display a larger subset of accounts. Additional accounts do not display. What additional step is required for markers to display?

Options:
A- Tap the refresh button located at the bottom of the map.

B- Select the three vertical dots next to the marker layer, select edit and change the filter results.

C- Click on the settings icon (gear) and toggle auto reload on.

D- Restart the app and change the map view before plotting the marker layer.

Answer:

A

Explanation:

The user should tap the refresh button located at the bottom of the map to display additional accounts. This button reloads the marker layer data based on the current map view and filters. This is useful when the user changes the map view by zooming in or out, or panning across the map. This is explained in theInteract with Salesforce Maps on Mobiledocument.

Question 3

Question Type: **MultipleChoice**

How can an Admin ensure all Maps Users can see each other's Routes and Schedules?

Options:

A- Disable 'Routing Role Security'

B- Enable 'Allow Route/Schedule Sharing'

C- Create a new Permission Set to grant access

D- Enable Maps Object Permissions for appropriate Profile(s)

Answer:

B

Explanation:

The Admin should enable "Allow Route/Schedule Sharing" to ensure all Maps Users can see each other's Routes and Schedules. This setting allows users to share their Routes and Schedules with other users in their org, and also view the Routes and Schedules of other users who have shared them. This setting can be found in the Routes and Schedule settings within Maps Configuration. This is explained in theRoutes and Schedule Settings in Mapsdocument.

Question 4

Question Type: **MultipleChoice**

After a fresh Salesforce Maps installation in the client's org, the users are not able to plot more than 5000 records on Desktop using their Account based marker layers. Which two options could be the cause of this behavior?

Options:

A- The client is using a Professional edition Org which limits the number of records that can be ^ processed using API

B- The user license needs to be upgraded to Maps Advanced in order to see more than 5000 records

C- Users are assigned to the Default Maps Permission group that has the Max Query Size defined to D 5000

D- The filter conditions of the marker layer are limiting the number of records returned

Answer:

A, C

Explanation:

The two possible causes of this behavior are that the client is using a Professional edition Org which limits the number of records that can be processed using API, and that users are assigned to the Default Maps Permission group that has the Max Query Size defined to 5000. These factors can affect the number of records that users can plot on Desktop using their Account based marker layers. The Professional edition Org has a limit of 5,000 API calls per user license per 24-hour period, which can restrict the amount of data that Salesforce Maps can access and display. The Default Maps Permission group has a default setting of 5,000 for the Max Query Size, which can limit the number of records that users can query and plot on Desktop. These factors are explained in theSalesforce API Request Limits and Allocationsdocument and theSalesforce Maps Permission Groupsdocument.

Question 5

A territory manager has created a final alignment in Territory Planning and is ready to implement the changes in Salesforce. His organization has 350 territories with over! 00,000 records. What's the most suitable publishing method in this scenario?

Options:

A- Publish to Enterprise Territory Management

B- Publish to Salesforce Maps

C- Publish to CSV

D- Publish to Salesforce Report

Answer:

C

Explanation:

The most suitable publishing method in this scenario is Publish to CSV. This method allows the territory manager to export the alignment data to a CSV file, which can then be imported into Salesforce using a data loader tool. This method is recommended for large alignments with over 10,000 records, as it can handle high volumes of data and avoid performance issues. This method also allows the

Question 6

Question Type: **MultipleChoice**

Sales Management has requested the ability to compare the actual distance traveled to the distance submitted by each Sales Rep for reimbursement. Which Maps Live Tracking object should the Admin include in a Salesforce Report to see the total distance traveled each day by a Sales Rep?

Options:

A- Maps Live Asset Daily Summary Event

B- Maps Live Asset Daily Summary

C- Maps Live Event

D- Maps Route

Answer:

B

Explanation:

The Maps Live Asset Daily Summary object should be included in a Salesforce Report to see the total distance traveled each day by a Sales Rep. This object stores the summary information of a Live Asset's activity for a given day, such as the start and end time, the total distance, the total duration, and the number of stops. The admin can create a report using this object and filter by the Live Asset name or ID to see the distance traveled by each Sales Rep. This is explained in theCreate Reports for Live Assetsdocument.

Question 7

Question Type: **MultipleChoice**

Alpine Energy's admin has been asked to configure Stop Associations for Live Daily Summaries. The business has requested that stops only be associated to open Leads. What should the admin do to meet this requirement?

Options:

A- Add a filter to the Lead Marker Layer used to configure Stop Associations to include only open Leads.

B- Allow Stop Associations to work for any Lead, then add a filter to a Salesforce report that excludes associations to closed Leads.

C- Add a filter within the Daily Summary configuration to include only open Leads.

D- Add a filter to the Live Layer used to configure Stop Associations to include only open Leads.

Answer:

A

Explanation:

The admin should add a filter to the Lead Marker Layer used to configure Stop Associations to include only open Leads. This will ensure that stops only be associated to open Leads in the Live Daily Summaries. The filter can be added on the Marker Layer configuration page by selecting the Filters tab and choosing the appropriate criteria for open Leads. This is explained in theConfiguring Stop Associations for Live Daily Summary Configurations in Salesforce Mapsdocument.

Question 8

Question Type: MultipleChoice

A Salesforce Maps implementation partner is meeting with a prospect who is looking to analyze their Salesforce data through geographical visualization, identify where their highest value prospects are, identify where their top-selling products are being sold, and

design territories that promote fair distributions of work while eliminating gaps in coverage. Which three Salesforce Maps products or features should be included as the implementation partner scopes the project for the prospect?

Options:

A- Maps Core

B- Prospect Pipeline Inspection

C- Territory Planning

D- Marker Layer Builder

E- Maps Advanced

Answer:

A, C, D

Explanation:

The three Salesforce Maps products or features that should be included as the implementation partner scopes the project for the prospect are Maps Core, Territory Planning, and Marker Layer Builder. Maps Core allows users to analyze their Salesforce data through geographical visualization and identify where their highest value prospects are. Territory Planning allows users to design territories that promote fair distributions of work while eliminating gaps in coverage. Marker Layer Builder allows users to create custom data layers and identify where their top-selling products are being sold. These products and features are explained in theSalesforce Maps

Question 9

Question Type: **MultipleChoice**

An implementation partner is in the middle of a Salesforce Maps + Consumer Goods Cloud project and realizes a new requirement popped up that wasn't part of the initial solution design. The customer is persistent that this requirement needs to be in scope of the project. Which team member should manage this situation with the customer?

Options:

A- Customer Success Manager

B- Lead Developer

C- Solution Architect

D- Project Manager

Answer:

D

Explanation:

The Project Manager should manage this situation with the customer. The Project Manager is responsible for overseeing the project scope, timeline, budget, and deliverables. They should communicate with the customer about the impact of the new requirement on the project and negotiate a mutually agreeable solution. They should also document any changes to the project scope and update the project plan accordingly. This is explained in theSalesforce Maps Implementation Methodologydocument.