Free Questions for Salesforce-Maps-Professional by certsinside

Shared by Howell on 22-07-2024

For More Free Questions and Preparation Resources

Check the Links on Last Page

Question 1

Question Type: **MultipleChoice**

Which two team members should be included during a Maps scoping session in which legacy data/mapping system migrations and integrations/interfaces will be discussed?

Options:

A- Project Manager

B- Developer

C- Business Analyst

D- Technical Architect

Answer:

B, D

Explanation:

Developer and Technical Architect are two team members that should be included during a Maps scoping session in which legacy data/mapping system migrations and integrations/interfaces will be discussed. These team members have the technical expertise and skills to assess the feasibility, complexity, and risks of migrating and integrating data from different sources and systems. They can also provide guidance and recommendations on how to design, develop, test, and deploy the data migration and integration solutions. These team members are part of theSalesforce Maps Implementation Methodologydocument.

Question 2

Question Type: MultipleChoice

What feature can be used to view proposed changes before reassigning in Territory Planning?

Options:

A- Analyze and Compare

B- Compare table

C- Export to CSV

D- Selection Details

Answer:

A

Explanation:

Analyze and Compare is a feature that can be used to view proposed changes before reassigning in Territory Planning. This feature allows users to compare different scenarios of territory alignment and see the impact of their changes on key metrics such as annual revenue, unit count, and workload balance. This feature can help users make informed decisions and optimize their territories for sales and service performance. This feature is explained in theCreate an Optimal Territory Alignmentdocument.

Question 3

Question Type: **MultipleChoice**

Which feature would require purchasing Salesforce Maps Advanced7

Options:

A- Mobile access

B- Automatic route re-optimization

C- Auto-assign leads based on location

D- View premium data layers

Answer:

B

Explanation:

Automatic route re-optimization is a feature that requires purchasing Salesforce Maps Advanced. This feature allows users to automatically adjust their routes based on real-time traffic conditions, customer availability, and other factors. This feature can help users save time, fuel, and money by finding the most efficient routes for their visits. This feature is explained in theSalesforce Maps Productsdocument.

Question 4

Question Type: MultipleChoice

An administrator wants to ensure that a record is created for a custom object named "Appointments" while creating a new visit plan for Maps Advanced. What must the administrator do first to ensure the record is created?

Options:

A- Create a dataset with 'Appointments' as the base object

B- Configure 'Appointments' in Routes and Schedule settings within Maps Configuration

C- Select 'Appointments' as the visit object for the visit completion criteria within the dataset

D- Ensure Allow Activities is enabled for the 'Appointment' object

Answer:

B

Explanation:

The administrator must configure ''Appointments'' in Routes and Schedule settings within Maps Configuration to ensure that a record is created for the custom object while creating a new visit plan for Maps Advanced. This step allows the administrator to select a calendar object for output, which is the object that stores the visit records after route generation. The administrator can choose any standard or custom object that has a start date/time and end date/time field. This is explained in theSelect a Calendar Object for Outputdocument.

Question 5

Question Type: **MultipleChoice**

Which two permission sets must an admin assign to sales rep to enable their location tracking?

Options:

A- SF Maps Live Mobile Tracking

B- SF Maps Admin

C- SF Maps Live Admin

D- SF Maps

Answer:

A, D

Explanation:

The two permission sets that an admin must assign to a sales rep to enable their location tracking are SF Maps and SF Maps Live Mobile Tracking. These permission sets grant access to the Salesforce Maps app and the Salesforce Maps Live feature, which allow users to activate and deactivate live location tracking through their mobile device. The admin must also assign the corresponding permission set licenses and a Maps Permission Group with the Enable Live Mobile Tracking permission. This is explained in theEnable Live Location in the Maps Appdocument.

Question 6

Question Type: MultipleChoice

A delivery agent needs to visit 124 customers in one workday but when they try to optimize the route they keep running into an error. What could be the cause of the error?

Options:

A- The route type is set as 'Standard'

B- The agent is using Pedestrian'' mode

C- The route type is set as Time-Based'

D- The shift length is too short.

Answer:

D

Explanation:

The shift length is too short. This could be the cause of the error when trying to optimize the route with 124 customers. The shift length is the maximum amount of time that a user can work in a day, and it is set in the visit plan settings. If the shift length is too short, it may not be possible to visit all the customers within the time limit, and the optimization may fail. To avoid this error, the administrator should increase the shift length or reduce the number of customers in the dataset. This is explained in theSpecify Visit and Optimization Parametersdocument.

Question 7

Question Type: **MultipleChoice**

A client uses account owners as the primary method of territory assignment and has low influx of new accounts. The clients territories are not geographically contiguous. Which publish method should a Consultant recommend in Territory Planning?

Options:

A- Publish to Salesforce Maps

B- Publish to Salesforce Fields

C- Publish to Enterprise Territory Management

D- Publish to Field Service

Answer:

B

Explanation:

A Consultant should recommend Publish to Salesforce Fields as the publish method in Territory Planning for a client who uses account owners as the primary method of territory assignment and has low influx of new accounts. This method allows users to update any field on any object with the territory name or ID. This can be useful for clients who want to assign accounts based on ownership and do not need to update them frequently. This method also works well for non-contiguous territories, as it does not rely on geographical boundaries. This is explained in thePublish to Fields in Salesforce Maps Territory Planningdocument.

Question 8

Question Type: MultipleChoice

A sales manager at Alpine Energy has reviewed and finalized their team's territories in Territory Planning. When the manager is ready to publish the final changes back to Salesforce Maps, they notice the Publish button is not active. Only approvers are permitted to publish changes from Territory Planning to Salesforce Maps in Alpine Energy's org. What are the three possible reasons why the sales manager is unable to publish the alignment?

Options:

A- The sales manager is listed as an approver for Alpine Energy.

B- The sales manager only has Commenter access to the alignment.

C- The alignment must be submitted for approval before publishing.

D- The alignment must be approved before it can be published.

E- The alignment has not been shared with an approver.

Answer:

B, C, D

Explanation:

The sales manager is unable to publish the alignment because they only have Commenter access to the alignment, the alignment must be submitted for approval before publishing, and the alignment must be approved before it can be published. These are the three possible reasons that prevent the sales manager from publishing the alignment to Salesforce Maps. Commenter access only allows users to view and comment on alignments, but not edit or publish them. Submitting and approving alignments are required steps for publishing alignments if Alignment Approval is enabled in the org. These are explained in theControl Access to AlignmentsandSet Up a Process for Alignment Approvals and Publishingdocuments.

Question 9

Question Type: MultipleChoice

A user wants to publish a newly optimized alignment to Salesforce Maps. When the Publish button is clicked, Salesforce Maps is not visible as an option. What would cause this?

Options:

A- Users cannot publish to Maps unless the alignment is approved

B- Salesforce Maps Auto Assignment must be enabled in order to see this publishing option

C- A minimum of 10 territories is needed in order to publish to Maps

D- The Publish to Salesforce Maps option is not turned on in the Publish options of the Maps configuration

Answer:

D

Explanation:

The Publish to Salesforce Maps option is not turned on in the Publish options of the Maps configuration. This option allows users to publish their alignments to Salesforce Maps as Shape Layers and Auto Assignment rules. If this option is not enabled, users will not see Salesforce Maps as a publishing option in Territory Planning. This is explained in theConfigure Options for Publishing Alignmentsdocument.

Question 10

Question Type: **MultipleChoice**

During a Salesforce Maps solution implementation project, how does one differentiate defining vs designing customer user stories?

Options:

A- Define is documenting the source to target mapping between legacy mapping solutions and Salesforce Maps while design is developing the integration points

B- Define is how the implementation team will build customer user stories while design is which customer user stories the implementation team will build

C- Define is identifying the implementation team members that will gather requirements while design is identifying the solution design team members that will build the solution

D- Define is which customer user stories the implementation team will build while design is how the implementation team will build the customer user stories

Answer:

D

Explanation:

Defining customer user stories is the process of identifying which user stories the implementation team will build based on the customer's needs and priorities. Designing customer user stories is the process of determining how the implementation team will build the user stories based on the best practices and technical specifications. This is explained in theSalesforce Maps Implementation Methodologydocument.

Question 11

Question Type: **MultipleChoice**

Alpine Energy's internal project team has implemented Salesforce Maps in one of their sandboxes and is preparing for deployment to production. The team has identified a large number of marker layers, shape layers, and other configurations that need to be migrated. What are the two most important things for a Maps Administrator to consider when planning this deployment?

Options:

A- The Maps Migration Utility Tool can be used to extract, prepare, and transfer Salesforce Maps data between organizations.

B- Because Salesforce Maps data is stored on many custom objects, it should be recreated by hand in the destination org.

C- Because Salesforce Maps is an installed package, its data and configurations can be moved via change sets.

D- Because Salesforce Maps is an installed package, its data and configurations cannot be moved via change sets.

Answer:

D

Explanation:

Because Salesforce Maps is an installed package, its data and configurations cannot be moved via change sets. Change sets can only move metadata components between orgs, not data records or custom settings. Therefore, the Maps Administrator should consider recreating the Salesforce Maps data and configurations by hand in the destination org, or using a third-party tool or API to automate the process. This is explained in theSalesforce Maps Apex Developer Guide.