[2024 Salesforce-Maps-Professional PDF Questions - Perfect Prospect To Go With ExamcollectionPass Practice Exam [Q36-Q55

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Salesforce Salesforce-Maps-Professional Pdf Questions - Outstanding Practice To your Exam

NO.36 Alpine Energy’s admin made a few changes to the active Live Daily Summary configuration and would like to apply the changes to historical summary information For how many days in the past can the admin re-generate Daily Summaries?
* 60 days
* 120 days
* 30 days
* 90 days
According to the Salesforce Maps Live documentation, administrators can generate historical Daily Summaries for any date range up to the past 60 days1. This ensures that the organization has a complete and accurate list of qualifying Live Events for each Asset in a selected Live Layer. If the administrator selects a date older than 60 days in the past from today’s date, they will receive an error message1. Reference:

1: Generating Historical Daily Summaries in Salesforce Maps | Salesforce Help1

NO.37 What action should an admin take to specify the assets to include in a Daily Summary?
* Create a Salesforce Report that includes all Maps Live Asset records
* Manually select Maps Live Asset records from the available list
* Create a SOQL filter to determine which Maps Live Asset records should be associated
* Select a preexisting Live Layer
According to the Salesforce Help article on Create Live Daily Summary Configuration in Salesforce Maps1, one of the steps to create a daily summary configuration is to select a preexisting live layer. The selected live layer specifies what assets and IoT devices will be included in the daily summary configuration1. A live layer is a layer that displays the current location and status of assets that are tracked by IoT devices2.

NO.38 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?
* Use Core Maps and create routes
* Use Maps Advanced and create logical visit plans
* Use Live Tracking and create routes
* Create Territories on street level with Territory planning
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 the Create a Logical Visit Plan document.

NO.39 Which feature supports the use of Custom Drive Profiles?
* Favorite Location
* Schedule
* Routes
* Marker Layer

Routes is the feature that supports the use of Custom Drive Profiles. Custom Drive Profiles are used to create routes that are optimized for trucks and other vehicles that might not be able to travel the same roads as passenger cars3. A route can be optimized based on the specific characteristics of a truck and its cargo, such as height, weight, length, and hazardous materials3. To use this feature, the user needs to create a Salesforce Maps Drive Profiles tab and a custom object for Maps Drive Profile3. Then, the user can create a new Drive Profile with the details of the vehicle and select it when creating a route in Salesforce Maps3. The characteristics of the vehicle’s Drive Profile will be used to create a route that is compliant with published permanent road restrictions3. Favorite Location, Schedule, and Marker Layer are not features that support the use of Custom Drive Profiles.

NO.40 What are three things that can be published from Territory Planning to Enterprise Territory Management?
* Manually Assigned Accounts
* Lead Assignment Rules
* Manually Assigned Opportunities
* Territories
* Geographic Territory Rules
Explanation

According to the Salesforce Help article on Publish to Enterprise Territory Management in Salesforce Maps Territory Planning2, three things that can be published from Territory Planning to Enterprise Territory Management are: manually assigned accounts, territories, and geographic territory rules. Manually assigned accounts are accounts that are locked to a specific territory in Territory Planning and will not be affected by optimization or rule changes2. Territories are the hierarchical units that define sales and service coverage areas3. Geographic territory rules are rules that assign accounts to territories based on their address fields4.

NO.41 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?
* The client is using a Professional edition Org which limits the number of records that can be processed using API
* The user license needs to be upgraded to Maps Advanced in order to see more than 5000 records
* Users are assigned to the Default Maps Permission group that has the Max Query Size defined to D 5000
* The filter conditions of the marker layer are limiting the number of records returned
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 the Salesforce API Request Limits and Allocations document and the Salesforce Maps Permission Groups document.

NO.42 The team at Alpine Energy uses Maps Advanced and is planning to do a targeted sales calls in the field for a new product launch. They want to try to maintain standard cadences with their customers, but their priority is to visit certain subsets of customers at least one time in conjunction with their marketing campaign. What should they do?
* Create a new visit plan with adjusted frequencies for the targeted sales calls.
* Update frequencies for the targeted stores and use the existing visit plan.
* Manually plan the targeted stores and let Maps Advanced fill in the rest of the calendar
* Leverage Promotional Windows to prioritize visits to the subset of the targeted customers.
Explanation

The team at Alpine Energy can leverage Promotional Windows to prioritize visits to the subset of the targeted customers.
Promotional Windows are a feature in Maps Advanced that allow users to create temporary changes in visit frequencies for specific customers or datasets. This way, they can maintain their standard cadences with their customers, but also focus on the new product launch for a certain period of time.

NO.43 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?

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Explanation

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NO.44 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?

* Project Manager
* Customer Success Manager
* Lead Developer
* Solution Architect
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 the Salesforce Maps Implementation Methodology document.

NO.45 What does an Admin need to set up in order to ensure visits generated from a Maps Advanced Visit Plan are not planned on consecutive days?

* Maximum Days
* Buffer Time
* Visit Duration
* Minimum Days
An admin can set up a minimum number of days between visits for a dataset in the Visit Plan configuration. This will ensure that visits generated from a Maps Advanced Visit Plan are not planned on consecutive days for the same customer. This is explained in the Specify Visit and Optimization Parameters section of the Salesforce Help Docs.

NO.46 A Salesforce Maps Solution Architect works for an implementation partner and is in the middle of a Salesforce Maps + Territory Planning scoping session with the customer. Which three abilities should the Solution Architect have to successfully scope the project?

* Excellent verbal and written communication skills
* Experience in a Maps selling role with aggressive quota responsibilities
* Having deep knowledge of competitor products like Esri ArcGIS and Geopointe

* Understanding design pitfalls and mitigation actions
* Being effective at planning, monitoring, and reviewing Maps customer use cases
Explanation

A Salesforce Maps Solution Architect should have excellent verbal and written communication skills, understanding of design pitfalls and mitigation actions, and being effective at planning, monitoring, and reviewing Maps customer use cases to successfully scope the project. These abilities are essential for gathering and analyzing the customer’s requirements, designing and proposing the best solution, and ensuring the quality and satisfaction of the implementation. These abilities are also part of the Salesforce Maps Solution Architect Certification exam guide.

NO.47 Alpine Energy has two teams that visit the same set of accounts, Sales Reps and Merchandisers. Sales Reps prefer to visit their accounts in the afternoon and Merchandisers prefer the morning. How should the admin configure Maps Advanced Visit Windows to meet this requirement?
* Create two lookup fields on the Account object to the Visit Window object, one for Sales Rep Visit Windows and the other for Merchandiser Visit Windows.
* Create a Visit Window that reflects the preferred visit times for one team, then add a Temporary Visit Window for the second.
* A Routable record can only be assigned to one Visit Window.
* When creating a new Visit Window, ensure the “Visit Window 1” and “Visit Window 2” sections reflect the combined preferred visit times for each team.
Explanation

According to the Salesforce Maps Configuration module on Trailhead1, to create multiple visit windows for different types of visits, you need to create two lookup fields on the Account object to the Visit Window object. This way, you can assign different visit windows to different routable records.

NO.48 The marketing team would like to determine the best location for an upcoming customer event and add customers to a marketing campaign. How can Salesforce Maps help marketing teams with this initiative?
* Set up Nearby Maps for contacts. view nearby contacts and use the map view to add them to a campaign
* Plot accounts and opportunities on the map Select a specific location based on most populated area. Create a shape around the selected area and use mass actions to add accounts and opportunities to an already created campaign
* View accounts, leads and contacts on the map Select a specific location based on most populated area. From the campaign in Salesforce. manually add all leads and contacts.
* Plot leads and contacts on the map Select a specific location based on most populated area. Create a shape around the selected area and use mass actions to add leads and/or contacts to an existing campaign.
Salesforce Maps can help marketing teams to plan and execute customer events by allowing them to plot leads and contacts on the map, select a specific location based on the most populated area, create a shape around the selected area, and use mass actions to add leads and/or contacts to an existing campaign. This way, marketing teams can target the most relevant and engaged prospects for their event, and invite them using a marketing campaign. According to the Salesforce Maps documentation1, users can create layers of leads and contacts on the map, filter them by various criteria, such as Pardot score, industry, or account type, select a point of interest as a reference location for the event, such as a hotel or a conference center, draw a shape around the point of interest to define a boundary, such as a radius or a travel time, aggregate the data of the leads and contacts within the boundary, such as the average score or the number of attendees, and use mass actions to add them to an existing campaign in Salesforce2. This process can help marketing teams to optimize their event planning and execution, and increase their attendance and conversion rates. Reference:

1: Using Salesforce Maps with Pardot for Marketing Automation2

2: Create a Journey Campaign | Salesforce Trailhead Module3

NO.49 A business wants to optimize their outside sales team’s time in the field and ensure that their stops appear in their Salesforce calendar as events. Which feature should they use?

* Schedule
* Click2Create
* Data Layers
* Routes
Explanation

Schedule is the feature that they should use to optimize their outside sales team's time in the field and ensure that their stops appear in their Salesforce calendar as events. Schedule is a feature that allows users to create and optimize a schedule of appointments for a day or a week4. Schedule requires all appointments to have a start and end time or duration5. Schedule also lets users sync their appointments with their Salesforce calendar as events4. This way, the users can optimize their time in the field and keep track of their scheduled events. Click2Create is a feature that allows users to create records directly from the map view, such as leads or accounts2. Data Layers are layers that display data from Salesforce objects or external sources on the map6. Routes are features that allow users to create and optimize a route of stops for a day without requiring scheduled start and end times or durations4. These features are not relevant to the goal of optimizing their outside sales team's time in the field and ensuring that their stops appear in their Salesforce calendar as events.

NO.50 In Territory Planning, the Sales Manager would like to choose individual accounts from the Map without selecting the underlying geographical container. What two steps should they take?
* From the Tools menubar, select the Arrow icon and pick the desired Account.
* Use the Filter options in the legend to find the account they want to select.
* From the Tools menubar, select the Gear icon and choose "Container Mode"
* From the Tools menubar, select the Gear icon and choose "Unit Mode
To choose individual accounts from the Map without selecting the underlying geographical container, the Sales Manager should use the Arrow icon and the Unit Mode in Territory Planning. The Arrow icon allows the user to select individual units (accounts) on the map1. The Unit Mode allows the user to view and edit units without affecting containers2. The Container Mode allows the user to view and edit containers without affecting units2. The Filter options in the legend allow the user to filter units or containers by attributes, but not to select them individually1.

NO.51 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?
* The Maps Migration Utility Tool can be used to extract, prepare, and transfer Salesforce Maps data between organizations.
* Because Salesforce Maps data is stored on many custom objects, it should be recreated by hand in the destination org.
* Because Salesforce Maps is an installed package, its data and configurations can be moved via change sets.
* Because Salesforce Maps is an installed package, its data and configurations cannot be moved via change sets.
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 the Salesforce Maps Apex Developer Guide.

NO.52 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?
* The sales manager is listed as an approver for Alpine Energy.
* The sales manager only has Commenter access to the alignment.
* The alignment must be submitted for approval before publishing.
* The alignment must be approved before it can be published.
* The alignment has not been shared with an approver.

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 the Control Access to Alignments and Set Up a Process for Alignment Approvals and Publishing documents.

NO.53 Which three configurations must each User assigned to a Maps Advanced Visit Plan complete before routes can be generated?
* Indicate working hours
* Set the desired maximum visits per day
* Set the start & end locations
* Set the desired buffer time between visits
* Indicate working days

there are three configurations that each user assigned to a Maps Advanced Visit Plan must complete before routes can be generated. One is to indicate working hours4. Another is to set the start and end locations4. The third is to indicate working days

NO.54 A Marker Layer has been created to display all open opportunities and the results are not as expected. How can a user test this marker layer to ensure Salesforce Maps is displaying the correct number of results?
* Select the “Refresh Layers in this Area” button
* Create a Salesforce Report to match the Marker Layer Builder criteria
* Create the Marker Layer in the Corporate folder
* Update the Address Location in the Base Object

According to the Trailhead module on Get to Know the Marker Layer Builder4, creating a marker layer follows the same process as creating a Salesforce report. Therefore, to test a marker layer and ensure Salesforce Maps is displaying the correct number of results, a user can create a Salesforce Report to match the Marker Layer Builder criteria4. This way, they can compare the results from both sources and identify any discrepancies or errors.

NO.55 Which two options does an admin have when defining the Visit Duration in a Maps Advanced Visit Plan?
* 60 minutes
* 30 minutes
* A field chosen from the object
* Any length defined in the “Visit Duration’ field

Explanation

These are the two options that an admin has when defining the Visit Duration in a Maps Advanced Visit Plan.

Visit Duration is the amount of time that a user plans to spend at each stop on their route. The admin can configure the Visit Duration for a routable object in two ways:

The admin can select a field from the routable object that contains the duration value, such as a custom field or a standard field like Estimated Travel Time. The field must be a number or text field that contains only numbers.

The admin can enter any length of time in minutes in the Visit Duration field on the Maps Advanced Route Waypoint object. The Visit Duration field is a number field that accepts values from 1 to 1440 (24 hours). The admin cannot use fixed values like 60 minutes or 30 minutes as options for defining the Visit Duration, as these are not configurable options in Maps Advanced. The Visit Duration must be either a field from the routable object or a value entered in the Visit Duration field on the Maps Advanced Route Waypoint object.

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