



Exam A

QUESTION 1

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?

- A. Customer Success Manager
- B. Lead Developer
- C. Solution Architect
- D. Project Manager

Correct Answer: D

Section:

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.

QUESTION 2

A territory designer needs to define territories for 25 newly hired reps and ensure revenue is distributed as evenly as possible across the entire sales team. Which optimization priority should be chosen when running an optimization in Territory Planning?

- A. Continuity and Revenue
- B. Balance
- C. Continuity and Compactness
- D. Compactness and Disruption

Correct Answer: B

Section:

Explanation:

Balance prioritizes equal distribution of the selected attribute across territories in your focus. This is the best option for ensuring revenue is distributed as evenly as possible across the entire sales team.

Reference: Optimization in Salesforce Maps Territory Planning

QUESTION 3

A client has a few key accounts that they do not want to change during optimization in Territory Planning. What are two options a Consultant should recommend?

- A. Leverage a legend filter to remove those accounts
- B. Remove those accounts from focus
- C. Remove those accounts from the data set
- D. Lock those units to the area

Correct Answer: B, D

Section:

Explanation:

Balance prioritizes equal distribution of the selected attribute across territories in your focus. This is the best option for ensuring revenue is distributed as evenly as possible across the entire sales team¹.

Reference: Optimization in Salesforce Maps Territory Planning

Removing those accounts from focus or locking those units to the area are two options that a Consultant should recommend to prevent changes to key accounts during optimization in Territory Planning. Removing those accounts from focus means that they will not be included in the optimization process, while locking those units to the area means that they will not move during optimization, but the value of those units will be considered when creating balanced areas². Leveraging a legend filter to remove those accounts or removing those accounts from the data set are not recommended options, as they will affect the accuracy and completeness of the data and the optimization results.

QUESTION 4

A Territory Planning optimization was just run and completed, but the user inadvertently selected the wrong attribute for the optimization. What step does the user need to take to return to the previous state prior to the optimization?

- A. Click on the Undo button
- B. The user must create a new data set before optimizing on the correct attribute.
- C. Create a new alignment before optimizing on the correct attribute
- D. Re-run the optimization using the correct attribute

Correct Answer: C

Section:

Explanation:

Creating a new alignment before optimizing on the correct attribute is the step that the user needs to take to return to the previous state prior to the optimization. A new alignment is a copy of an existing alignment that can be modified without affecting the original alignment³. The user can create a new alignment from the previous state and then run the optimization using the correct attribute. Clicking on the Undo button, creating a new data set, or re-running the optimization using the correct attribute are not valid steps, as they will not restore the previous state of the alignment.

QUESTION 5

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?

- A. From the Tools menubar, select the Arrow icon and pick the desired Account.
- B. Use the Filter options in the legend to find the account they want to select.
- C. From the Tools menubar, select the Gear icon and choose 'Container Mode'
- D. From the Tools menubar, select the Gear icon and choose 'Unit Mode'

Correct Answer: A, D

Section:

Explanation:

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.

QUESTION 6

What are two example use cases for using the Analyze and Compare tool in Territory Planning?'

- A. To communicate to Sales Leaders the high level differences between different planning scenarios
- B. To create a new Alignment
- C. To add additional attributes to the Data Set
- D. To show a Sales Manager the difference between their previous areas and their new areas

Correct Answer: A, D

Section:

Explanation:

The Analyze and Compare tool in Territory Planning is used to compare different alignments or scenarios and see how they differ in terms of key metrics, such as revenue, number of accounts, or workload¹. This can help communicate to Sales Leaders or Sales Managers the impact of different planning scenarios on their territories and areas. The Analyze and Compare tool is not used to create a new alignment, as this requires using the Optimize tool¹. The Analyze and Compare tool is also not used to add additional attributes to the Data Set, as this requires using the Data Set Configuration tool¹.

QUESTION 7

What are two ways to select all of the containers in a particular state or province in Territory Planning?

- A. Add the state field to the container-legend, then use it to search and select from the legend
- B. Use the selection tools, with the state/province selection mode
- C. Use the selection tools, and select them from the map
- D. Add the state field to the unit-legend, then use it to search and select from the legend

Correct Answer: A, C

Section:

Explanation:

To select all of the containers in a particular state or province in Territory Planning, there are two ways: adding the state field to the container-legend and using it to search and select from the legend, or using the selection tools and selecting them from the map. Adding the state field to the container-legend allows the user to filter containers by state and select all containers that match a certain state value¹. Using the selection tools, such as rectangle or polygon, allows the user to draw a shape on the map and select all containers that fall within that shape¹. Using the state/province selection mode is not a valid option, as this mode is only available for units (accounts), not containers¹. Adding the state field to the unit-legend is also not a valid option, as this will only allow selecting units (accounts), not containers¹.

QUESTION 8

Who is responsible for business and IT sanity testing post deployment to production?

- A. Project manager
- B. Implementation team
- C. Salesforce support team
- D. Customer

Correct Answer: B

Section:

Explanation:

The implementation team is responsible for business and IT sanity testing post deployment to production. Sanity testing is a type of software testing executed on the stable build of an application with minor code changes. It is also known as surface-level testing. A sanity test is performed to ensure the application works as expected after the bug fixes or changes in the code¹. The implementation team, which consists of developers, testers, and business analysts, conducts sanity testing to verify the functionality and performance of the application after deployment². The project manager, the Salesforce support team, and the customer are not directly involved in sanity testing post deployment.

QUESTION 9

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?

- A. Maps Live Asset Daily Summary
- B. Maps Live Asset Daily Summary Event
- C. Maps Live Event



D. Maps Route

Correct Answer: A

Section:

Explanation:

Maps Live Asset Daily Summary is the object that the Admin should include in a Salesforce Report to see the total distance traveled each day by a Sales Rep. Maps Live Asset Daily Summary is a custom object that stores information about the daily activities of a Maps Live Asset, such as a vehicle or a mobile device³. One of the fields in this object is Total Distance Traveled, which captures the total distance traveled by the asset in miles or kilometers⁴. By creating a report based on this object, the Admin can compare the actual distance traveled to the distance submitted by each Sales Rep for reimbursement. Maps Live Asset Daily Summary Event, Maps Live Event, and Maps Route are not the correct objects for this purpose.

QUESTION 10

What two layers are required to configure Live Rules?

- A. Maps Live Layer
- B. Maps Data Layer
- C. Maps Shape Layer
- D. Maps Marker Layer

Correct Answer: A, C

Section:

Explanation:

Maps Live Layer and Maps Shape Layer are the two layers required to configure Live Rules. Live Rules are custom geofences that track whether a Maps Live Asset enters or exits a specific area⁵. To create a Live Rule, the user needs to select a Maps Live Layer and a Maps Shape Layer from the configuration options⁵. A Maps Live Layer is a layer that displays live location data of assets and drivers on the map³. A Maps Shape Layer is a layer that displays custom boundaries drawn on the map using polygon, circle, or rectangle tools⁶. These two layers define the assets and areas involved in the Live Rule. Maps Data Layer and Maps Marker Layer are not required for configuring Live Rules.

QUESTION 11

Which permission level should an admin review if a user is able to view but not able to export a list of markers from Salesforce Maps?

- A. Permission Set Assignments
- B. Permission Groups
- C. Public Groups
- D. Permission Set License Assignment

Correct Answer: B

Section:

Explanation:

Permission Groups are the permission level that an admin should review if a user is able to view but not able to export a list of markers from Salesforce Maps. Permission Groups are used to grant access to features in Salesforce Maps, such as allowing marker exports, editing details tab fields, enabling weather tab, and so on¹. The admin can edit existing permission groups or create new ones to assign different features to different users or profiles¹. If a user is not able to export a list of markers from Salesforce Maps, it means that the user does not have the 'Allow Marker Exports' permission checked in the Permission Groups on Maps configuration page². The admin can enable this permission for the user or profile by editing the corresponding permission group².

QUESTION 12

Which feature supports the use of Custom Drive Profiles?

- A. Favorite Location

- B. Schedule
- C. Routes
- D. Marker Layer

Correct Answer: C

Section:

Explanation:

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 cars. A route can be optimized based on the specific characteristics of a truck and its cargo, such as height, weight, length, and hazardous materials. To use this feature, the user needs to create a Salesforce Maps Drive Profiles tab and a custom object for Maps Drive Profile. Then, the user can create a new Drive Profile with the details of the vehicle and select it when creating a route in Salesforce Maps. The characteristics of the vehicle's Drive Profile will be used to create a route that is compliant with published permanent road restrictions. Favorite Location, Schedule, and Marker Layer are not features that support the use of Custom Drive Profiles.

QUESTION 13

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?

- A. Schedule
- B. Click2Create
- C. Data Layers
- D. Routes

Correct Answer: A

Section:

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 week. Schedule requires all appointments to have a start and end time or duration. Schedule also lets users sync their appointments with their Salesforce calendar as events. 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 accounts. Data Layers are layers that display data from Salesforce objects or external sources on the map. 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 durations. 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.

QUESTION 14

How can a Sales Rep set their office address as the default start and end location for new Routes within Salesforce Maps?

- A. From the Maps interface, select an existing Favorite Location as the default start and end in Maps Settings.
- B. Update the default start and end location fields on their User record.
- C. After plotting the office location on the map, select the 'Add as Start/End Location' button in the Actions tab.
- D. Plot the office location on the map, add to a Route, and select Save as Default Start and End'.

Correct Answer: A

Section:

Explanation:

To set their office address as the default start and end location for new Routes within Salesforce Maps, a Sales Rep can follow these steps1:

From the Maps interface, click on the Settings gear icon at the top right corner of the navigation bar.

Select Routes & Schedule from the navigation sidebar on the left to open the Routes and Schedule settings menu.

Under General, select an existing Favorite Location as the default start and end location. If the office address is not already a Favorite Location, the Sales Rep can create one by following these steps2:

Plot the office location on the map using a marker layer, a data layer, or a POI search.
Click on the office location marker to open the Details tab.
Click on Add to Favorites in the Actions tab.
Enter a name for the Favorite Location and click Save.
Click Save to save the default settings.

QUESTION 15

A sales team is deciding whether to plan client visits using Routes or Schedules. Which two factors would cause them to use Schedule?

- A. When importing events directly from their Outlook or Google calendar.
- B. When Routes and Schedule are interchangeable
- C. When they want to schedule meetings up to a month at a time.
- D. When meetings have a start and end time.
- E. When they want to plan around other events currently on their Salesforce calendar

Correct Answer: D, E

Section:

Explanation:

These are two factors that would cause them to use Schedule instead of Routes. Schedule is a feature that allows users to create and optimize a schedule of appointments for a day or a week³. Schedule requires all appointments to have a start and end time or duration⁴. Schedule also lets users sync their appointments with their Salesforce calendar as events³. This way, the users can plan around other events currently on their Salesforce calendar and avoid conflicts. Routes is a feature that allows users to create and optimize a route of stops for a day without requiring scheduled start and end times or durations³. Routes does not create Salesforce calendar events or sync with the Salesforce calendar⁵. Therefore, Schedule is more suitable for users who have meetings with fixed time slots and who want to coordinate with their Salesforce calendar.

QUESTION 16

What are two considerations a Salesforce admin should keep in mind when setting up the OAuth user in order to establish a secure connection with the Salesforce Maps Routing Engine?

- A. The OAuth user was assigned to an active visit plan
- B. The OAuth User has been assigned the 'Maps Admin' Permission Set
- C. The OAuth User has been assigned to a role which is above the Maps Advanced end users in the Salesforce Role D Hierarchy
- D. The user has been assigned to the OAuth user' profile

Correct Answer: B, C

Section:

Explanation:

These are two considerations that a Salesforce admin should keep in mind when setting up the OAuth user in order to establish a secure connection with the Salesforce Maps Routing Engine. An OAuth user is required to perform optimizations for routes in Advanced Routing⁴. The OAuth user should have the following permissions and roles⁶:

The OAuth user should have the Salesforce Maps Advanced Permission Set License assigned.

The OAuth user should have the Maps Admin and SF Maps Advanced Permission Sets assigned.

The OAuth User has been assigned to a role that is above the Maps Advanced end-users in the Salesforce Role Hierarchy. The OAuth user does not need to be assigned to an active visit plan, as this is not relevant for setting up an OAuth user. The OAuth user does not need to be assigned to the 'OAuth user' profile, as this is not a valid profile in Salesforce.

QUESTION 17

An administrator at Alpine Energy wants to include their custom object Alpine Customers in Maps Advanced routing. Which three steps must the admin complete?

- A. Make sure that Click2Create is configured for Alpine Customers.

- B. Create a lookup relationship field on the Maps Advanced Route Waypoint object they want to include in routing.
- C. Create a custom report type for Alpine Customers in order to import customer list for routing.
- D. Ensure that users are assigned to the records or related records they want to route via user lookup field
- E. Ensure all Alpine Customers have geocodes (latitude/longitude values) assigned

Correct Answer: B, C, E

Section:

Explanation:

These are the three steps that the admin must complete to include their custom object Alpine Customers in Maps Advanced routing. According to the article 'Configure custom routable object for Maps Advanced'¹, a routable object is an object that represents the location users will navigate to within their Salesforce Maps Advanced Visit Plans, such as Accounts. To configure a custom object as a routable object, the admin needs to create a lookup relationship field on the Maps Advanced Route Waypoint object that points to the custom object¹. The admin also needs to create a custom report type for the custom object in order to import the customer list for routing². Additionally, the admin needs to ensure that all records of the custom object have geocodes (latitude/longitude values) assigned, as this is required for plotting them on the map and routing them³. Making sure that Click2Create is configured for Alpine Customers is not a necessary step, as Click2Create is a feature that allows users to create records directly from the map view, not to include them in routing⁴. Ensuring that users are assigned to the records or related records they want to route via user lookup field is also not a necessary step, as this is only required for Enterprise Territory Management integration, not for routing⁵.

QUESTION 18

Which two options does an admin have when defining the Visit Duration in a Maps Advanced Visit Plan?

- A. 60 minutes
- B. 30 minutes
- C. A field chosen from the object
- D. Any length defined in the 'Visit Duration' field

Correct Answer: C, D

Section:

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.

QUESTION 19

Bill is the administrator setting up Maps Advanced for Alpine Energy. Which two factors should an admin keep in mind during the OAuth process when setting up Maps Advanced?

- A. OAuth user should have full CRED rights for records being routed
- B. OAuth user should fall within Sales organization
- C. Having the SF Maps Admin permission set is the only prerequisite for the OAuth user.
- D. OAuth user should be above Maps Advanced users in role hierarchy

Correct Answer: A, D

Section:

Explanation:



These are two factors that an admin should keep in mind during the oAuth process when setting up Maps Advanced. According to the article 'OAuth user requirements for Salesforce Maps'¹, an oAuth user is required to establish a secure asynchronous connection with the Salesforce Maps Advanced, Live Tracking, and Territory Planning products. The oAuth user impacts the following product functions:

Performs optimizations for routes in Advanced Routing

Uploads results of Live Rules into customer Org in Live Tracking

Performs optimizations for territories in Territory Planning To perform these functions, the oAuth user should have full CRED (Create, Read, Edit, Delete) rights for records being routed¹. The oAuth user should also be assigned a role that is above the Maps Advanced end-users in the Salesforce Role Hierarchy¹. This ensures that the oAuth user can access and modify the records of the end-users. Having the SF Maps Admin permission set is not the only prerequisite for the oAuth user, as the oAuth user also needs to have the Salesforce Maps Advanced Permission Set License assigned and the SF Maps Advanced Permission Set assigned¹. The oAuth user does not need to fall within Sales organization, as this is not a relevant factor for setting up Maps Advanced.

QUESTION 20

How can an Admin enable Sales Reps to log a task on an account within the Map view from their mobile device?

- A. Update Activity Settings to enable 'Task Permissions'
- B. Enable 'Task Creation' in Advanced Marker Settings
- C. Enable 'Task Creation' in appropriate Permission Group
- D. Update assigned Button Set to include 'New Task'

Correct Answer: D

Section:

Explanation:

According to the Salesforce Help document¹, to enable task creation on mobile devices, the admin needs to update the assigned button set to include the "New Task" button. This will allow the sales reps to log a task on an account within the map view from their mobile device.

QUESTION 21

A user plots a Marker Layer on a mobile device and notices a handful of missing markers compared to when the user plotted the same Marker Layer on desktop. What two reasons are most likely to cause this discrepancy?

- A. The filters on the Layer have been changed
- B. The maximum records to plot setting for mobile is considerably less compared to desktop
- C. Plot Visible Area is enabled
- D. The underlying Salesforce records have been deleted

Correct Answer: B, C

Section:

Explanation:

According to the Trailhead module², there are two possible reasons for missing markers on mobile devices compared to desktop devices. One is that the maximum records to plot setting for mobile is considerably less compared to desktop, which means that only a subset of records will be plotted on the map. The other is that the plot visible area feature is enabled, which means that only the records that fall within the current map view will be plotted.

QUESTION 22

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?

- A. Import from Alignment
- B. Import from Salesforce Territory Model
- C. Import from Data Set

D. Import from CSV

Correct Answer: A

Section:

Explanation:

According to the Trailhead module3, the import from alignment feature allows planners to import existing territory boundaries from a previous alignment into a new data set and alignment. This way, they can avoid redrawing the boundaries every time they create a new data set and alignment. This feature is useful for companies like Alpine Energy that realign their sales territories quarterly and want to preserve their previous alignments.

QUESTION 23

After create a new alignment in Territory Planning, the Salesforce admin wants to bulk update Territory owners via CSV. After attempting the import, the admin is receiving an error indicating 'Could not locate assigned owner'. What does this mean?

- A. The user specified in the file does not match an existing Salesforce User
- B. The area specified in the file does not match an existing area in the alignment.
- C. The area being imported does not currently have an owner assigned to it.
- D. The unit specified in the file does not match a unit in the alignment.

Correct Answer: A

Section:

Explanation:

According to the Salesforce Help document1, this error means that the user specified in the file does not match an existing Salesforce User. The admin needs to make sure that the user name or ID in the file is correct and that the user has access to Territory Planning.

QUESTION 24

A regional sales director wants to import all accounts in a region into a single view within Territory Planning. There are over 350,000 accounts that make up the territories in this region. Which data set creation strategy should a Consultant recommend?

- A. Split the accounts across multiple data sets.
- B. Use multiple SOQL queries.
- C. Use a single SOQL query and aggregate to the container level.
- D. Use multiple Salesforce reports.

Correct Answer: C

Section:

Explanation:

According to the Trailhead module2, this is the best strategy for creating a data set with a large number of accounts. A single SOQL query can retrieve up to 500,000 records, and aggregating to the container level can reduce the number of units in the data set. This can improve the performance and efficiency of Territory Planning.

QUESTION 25

A client is using Enterprise Territory Management. What type of report should a Consultant recommend and what field should they use for unit assignment when creating a data set?

- A. Accounts report and use the Owner Id field for unit assignment
- B. Accounts and Territories report and use the Territory Id for unit assignment
- C. Accounts with Territories report and use the Territory Label for unit assignment
- D. Accounts and Territory Users report and use the User Id for unit assignment

Correct Answer: B

Section:

Explanation:

According to the Trailhead module3, this is the correct type of report and field for creating a data set that integrates with Enterprise Territory Management. An Accounts and Territories report can show the accounts that are assigned to territories, and the Territory Id field can be used to assign units to areas based on their territory membership.

QUESTION 26

What is the process of Geocoding?

- A. Assigning colors and shapes to geographic coordinates based on specific fields or multiple fields
- B. Converting only a physical street address into geographic coordinates (latitude and longitude) which are used to place markers on a map or position the map
- C. Converting a physical or non physical street address into geographic coordinates (latitude and longitude) which are used to place markers on a map or position the map
- D. Converting geographic coordinates into street addresses that can be used for visualization on a map

Correct Answer: C

Section:

Explanation:

geocoding is the process of transforming a description of a location---such as a pair of coordinates, an address, or a name of a place---to a location on the earth's surface. You can geocode by entering one location description at a time or by providing many of them at once in a table.The resulting locations are output as geographic features with attributes, which can be used for mapping or spatial analysis123. Therefore, the correct answer is C.

QUESTION 27

In which two ways can a rep update the hours they can be on the road when using Maps Advanced?

- A. Update Maps Advanced Shared Visit Windows
- B. Change Maps Advanced Visit Windows for all their accounts.
- C. Click on their settings from Maps Advanced Route and update their working hours.
- D. Click on a day within Maps Advanced Route and update the start and end times

Correct Answer: C, D

Section:

Explanation:

there are two ways that a rep can update the hours they can be on the road when using Maps Advanced.One is to click on their settings from Maps Advanced Route and update their working hours4.The other is to click on a day within Maps Advanced Route and update the start and end times5. Therefore, the correct answers are C and D.

QUESTION 28

Which three configurations must each User assigned to a Maps Advanced Visit Plan complete before routes can be generated?

- A. Indicate working hours
- B. Set the desired maximum visits per day
- C. Set the start & end locations
- D. Set the desired buffer time between visits
- E. Indicate working days

Correct Answer: A, C, E

Section:

Explanation:

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 hours. Another is to set the start and end locations. The third is to indicate working days.

QUESTION 29

What are two prerequisites for enabling live location tracking on mobile devices?

- A. The user needs to be assigned to the appropriate permission set licenses and permission sets.
- B. The user needs to be assigned to a Maps Permission Group with the 'Enable Live Mobile Tracking' permission.
- C. The user needs to be out in the field in order for live tracking to be enabled and leveraged.
- D. The user needs to create an account on the Maps Live tracking portal and grant the permission to be tracked.

Correct Answer: A, B

Section:**Explanation:**

these are the two prerequisites for enabling live location tracking on mobile devices. The user needs to have the Maps Live Tracking permission set license and the Maps Live Tracking User permission set assigned to them. The user also needs to be assigned to a Maps Permission Group that has the 'Enable Live Mobile Tracking' permission enabled.

QUESTION 30

Which Maps Live Tracking feature should an Admin configure to allow an organization to see the accounts that are being visited during the day?

- A. Maps Live Rules
- B. Telematics Alerts
- C. Maps Live Daily Drive Trips
- D. Stop Associations



Correct Answer: D

Section:**Explanation:**

stop associations are a feature of Maps Live Tracking that allow an organization to see the accounts that are being visited during the day. Stop associations automatically link a user's location history with nearby accounts, contacts, or leads in Salesforce. This way, an organization can track and analyze the visits made by their mobile users.

QUESTION 31

Users would like to display closely-related markers colored according to their density. What render mode would provide this functionality?

- A. Scatter
- B. Markers
- C. Cluster
- D. Heatmap

Correct Answer: D

Section:**Explanation:**

heatmap is a render mode that can display closely-related markers colored according to their density. A heatmap is a graphical representation of data where the individual values contained in a matrix are represented as colors. A heatmap can show the intensity of data points in an area, such as the number of customers or sales volume.

QUESTION 32

The Sales Team would like to see all of their accounts identified on the map in Rank order based on Annual Revenue. What are two methods an admin should use to accomplish this request?

- A. On the Markers tab, choose the Assignment Type of 'Dynamic, Order'
- B. On the Filters tab, choose the Advanced option and pick Annual Revenue' from the Order By drop down.
- C. From the Advanced Tab, choose 'Order Icons'
- D. Place Annual Revenue in the field named 'Tooltip 1'

Correct Answer: A, B

Section:

Explanation:

To order the markers based on Annual Revenue, the admin can use two methods. One is to use the Assignment Type of "Dynamic, Order" on the Markers tab, which will assign different icons to the markers based on their rank order. The other is to use the Advanced option on the Filters tab, which will allow the admin to choose Annual Revenue from the Order By drop down and sort the markers in ascending or descending order. Both methods are explained in theSalesforce Maps Productsdocument.

QUESTION 33

What feature in Salesforce Maps would allow a sales rep to view household demographic data in the US?

- A. Marker Layers
- B. Demographic Layers
- C. Data Layers
- D. Shape Layers

Correct Answer: B

Section:

Explanation:

To view household demographic data in the US, such as income, age, education, and population, the sales rep can use the Demographic Layers feature in Salesforce Maps. This feature allows the user to overlay demographic data on top of their existing data layers and visualize them with different colors and shapes. The Demographic Layers feature is described in theGet to Know Salesforce Mapsunit.

QUESTION 34

Sales Managers have requested the ability to see the five most recent Opportunities when a Sales Rep selects a pin from an Account Marker Layer. How should the developer design the Account Marker Layer to meet this requirement?

- A. Pick Opportunity from the drop down list on the Tooltips tab.
- B. On the Related List Tab, choose 'Opportunities' from the 'Add New' drop down and increment the Display counter to '5'.
- C. Use 'Filter by Activity' to limit the markers to Accounts with 5 opportunities or more.
- D. Be sure that Opportunities are included in the Cross Object Filter options on the Filters tab.

Correct Answer: B

Section:

Explanation:

To see the five most recent Opportunities when a Sales Rep selects a pin from an Account Marker Layer, the developer should use the Related List Tab on the Marker Layer configuration. This tab allows the developer to add related objects to the marker layer and display them as a list when a pin is clicked. The developer can choose "Opportunities" from the "Add New" drop down and increment the Display counter to "5" to show only the five most recent Opportunities. The Related List Tab is explained in theExplore Salesforce Maps on Desktopunit.

QUESTION 35



Which two ways can an administrator assign users to a Maps Advanced Visit Plan?

- A. Assign by Role
- B. Assign by Profile
- C. Assign individual Users
- D. Assign by Public Group

Correct Answer: B, C

Section:

Explanation:

An administrator can assign users to a Maps Advanced Visit Plan by either selecting user profiles or individual users from the Users tab in the Visit Plan configuration. This is explained in the Assign Users to Your Visit Plan section of the Salesforce Help Docs.

