

# Salesforce AP-220

**Order Management Developer Accredited Professional**

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# Latest Version: 6.1

## Question: 1

What are the key steps in converting Order objects to Order Summary Objects? (Choose two)

- A. Transform data using custom Apex scripts
- B. Map fields from the source object to the target object
- C. Export data to external systems for summary creation
- D. Use REST API exclusively for the conversion

**Answer: A,B**

## Question: 2

What best practices should be followed when mapping new integrations in Order Management? (Choose two)

- A. Evaluate each integration's alignment with the customer's vision
- B. Automate all proposed integrations immediately
- C. Prioritize integrations that add measurable business value
- D. Avoid testing proposed integrations before implementation

**Answer: A,C**

## Question: 3

Which framework is best suited for resolving customer records across Salesforce clouds?

- A. Salesforce B2C CRM Sync
- B. Salesforce Data Loader
- C. Salesforce Apex REST API
- D. Salesforce Command Line Interface (CLI)

**Answer: A**

## Question: 4

What is the purpose of implementing Apex Actions in Salesforce Order Management?

- A. To create reusable components callable in Flows or Lightning Web Components
- B. To automate batch processing for large data volumes
- C. To replace existing workflows with custom scripts
- D. To manage static configurations for order approvals

**Answer: A**

### Question: 5

What is the purpose of converting Order objects to Order Summary Objects in Salesforce Order Management?

- A. To reduce data storage costs by compressing order data
- B. To prepare orders for historical reporting and archiving
- C. To enable API-based integration with third-party systems
- D. To ensure real-time synchronization of order data

**Answer: B**

### Question: 6

Which features of OCI can be positioned as a value-add for customers? (Choose two)

- A. Real-time inventory tracking across multiple channels
- B. Avoiding the need for external integrations
- C. Optimizing inventory allocation for seamless order fulfillment
- D. Limiting inventory visibility to internal users only

**Answer: A,C**

### Question: 7

What is the primary goal of integrating Salesforce Order Management with B2C Commerce?

- A. To enable real-time inventory synchronization and order processing
- B. To replace legacy inventory systems entirely
- C. To automate campaign approvals and discounts
- D. To simplify manual workflows for order updates

**Answer: A**

### Question: 8

What is the role of the Composite Graph API in Salesforce Order Management?

- A. To fetch a hierarchy of related objects in a single call
- B. To automate batch data imports
- C. To validate real-time data synchronization
- D. To compress API responses for efficient processing

**Answer: A**

### Question: 9

What is the primary consideration when implementing fraud detection in Salesforce Order Management?

- A. Ensuring real-time data processing for fraud detection
- B. Avoiding external integrations for fraud analysis
- C. Automating fraud checks exclusively with Workflow Rules
- D. Replacing existing approval processes with manual fraud checks

**Answer: A**

### Question: 10

What is the primary advantage of using the Composite API for real-time object creation in Salesforce Order Management?

- A. It supports batch processing for large datasets.
- B. It enables operations on related objects in a single API call.
- C. It eliminates the need for field mapping during object creation.
- D. It compresses data for efficient storage.

**Answer: B**

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