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Question: 18

Can a handpicked area of the map be selected to get a list of records displayed in territories even if it crosses across many territories?

- A. No
- B. Yes

Answer: B

Question: 19

How is SF Maps distributed?

- A. Lightning Web Component
- B. Lightning Solution
- C. Package
- D. Custom Element

Answer: C

Question: 20

What are Shapes in Layers?

- A. They define specific layers based on geographical locations of business significance, like adding the mid-western states together in a single territory in a layer.
- B. They are filtered representations of the plotted records that Maps can present in a Map.
- C. Shapes define which standard or custom sf objects can be plotted in a SF Map.
- D. It is a custom object in Maps that regulates how data is presented in SF Maps and can gather information from up to 6 objects

Answer: A

Question: 21

In SF Maps, the most common use of folder permissions is by controlling access to subfolders in the corporate folder. True or false?

- A. TRUE
- B. FALSE

Answer: A

Question: 22

Only geocoded records can be used in Territory Planning.

- A. TRUE
- B. FALSE

Answer: A

Question: 23

Also records that are not geocoded will be able to be used in Territory Planning.

- A. TRUE
- B. FALSE

Answer: B

Question: 24

What does the Check in/ out feature allow users to do?

- A. Allows Field Service Reps to check into meetings online beforehand
- B. To create tasks directly from the Maps mobile interface.

Answer: B

Question: 25

What must be done by the admin setting up Salesforce Maps so as to allow users to change the SF Maps permission sets defaults assigned to them?

- A. This cannot be done.
- B. Click the Allow User Override Checkbox in the SF Maps permission Groups page.

Answer: B

Question: 26

What tool must admins use to ensure that field service reps are sticking to their determined territories by enforcing Geofencing?

- A. User self-reporting in the mobile app
- B. Live Tracking data from Maps

Answer: B

Question: 27

Can live tracking data of field service reps be reviewed in a phone or tablet?

- A. No

B. Yes

Answer: B

Explanation:

Yes, SF Maps is absolutely compatible with mobile devices.

Question: 28

What action should users take when searching for nearby accounts using Salesforce Maps on a mobile device?

- A. Set Proximity Center
- B. Plot and Market Layer

Answer: B

Question: 29

Which of the following Territory Planning Features will allow users to manage and communicate territory configurations with leaders and field reps.

- A. Manage territories inside Salesforce
- B. Access Advanced Territory Management and Optimization
- C. Import optimized territories into Salesforce Maps

Answer: A

Question: 30

What other tool besides standard salesforce reports can be used to circumvent report creation when creating a Territory in Salesforce Maps?

- A. SOQL Custom Query Builder Dashboards
- B. List Views
- C. None, it is a required step

Answer: A

Question: 31

After setting the Base Object root for Maps (for example Opps) what must be done?

- A. Set the field that stores the latitude and longitude fields to store in that new Base Object.
- B. Selecting the Custom or Standard object with an address field to plot.

Answer: A

Question: 32

Must a click2create button be added to the SF Maps interface and assigned to users in order to access the functionality of creating records directly from the SF Maps interface?

- A. No
- B. Yes

Answer: B

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