Salesforce

SALESFORCE-MAPS-PROFESSIONAL Exam

Salesforce Maps Accredited Professional

QUESTIONS & ANSWERS

DEMO VERSION

(LIMITED CONTENT)

Version: 5.2

Question: 1

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

Answer: B

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

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Question: 2

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

Answer: BD

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: 3

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

Answer: C

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: 4

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

Answer: A, D

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: 5

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

Answer: A, D

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.

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