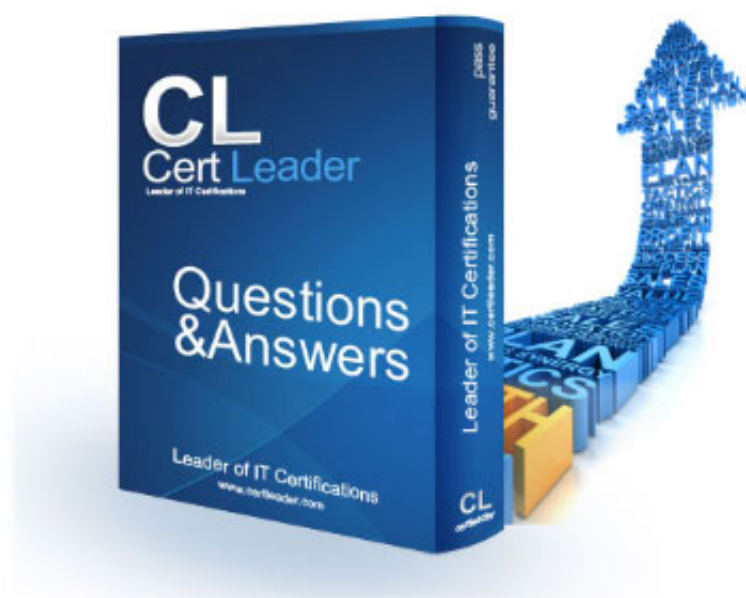


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NEW QUESTION 1

Which object is required to create a Sales agreement?

- A. Account
- B. B)
- C. Contract
- D. Order
- E. Quote

Answer: A

Explanation:

A sales agreement is a long-term agreement between a buyer and a seller to negotiate price and volume of products. To create a sales agreement in Salesforce Manufacturing Cloud, you need to have an account object that represents the buyer. The account object stores the information about the customer, such as name, address, contact, industry, and so on. You can also associate a contact object with the account to specify the person who is responsible for the sales agreement. Other objects that are related to the sales agreement are sales agreement product, sales agreement product schedule, sales agreement line item, and sales agreement forecast. References: SalesAgreement | Manufacturing Cloud Developer Guide | Salesforce Developers, Sales Agreements and Forecasting in Manufacturing Cloud | Salesforce Module, Convert Opportunity to Sales Agreements in Salesforce Manufacturing Cloud

NEW QUESTION 2

A consultant is with an organization that doesn't currently have Manufacturing Cloud, and its data lives inside an Enterprise Resource Planning (ERP) system. The organization would like to utilize Sales Agreements for Accounts. The Product Level for the sales agreements will be Product, and the Actuals Calculation Mode will be Automatically from Direct Orders. Historical data from the ERP system will be synchronized to Salesforce prior to activating Sales Agreements. Which data items must a consultant consider when creating sales agreements from historical data for a Manufacturing Cloud solution?

- A. Accounts, Orders, Order Lines, Products
- B. Accounts, Orders, Order Lines, Invoices
- C. Accounts, Orders, Order Lines, Opportunities

Answer: A

Explanation:

To create sales agreements from historical data for a Manufacturing Cloud solution, a consultant must consider the following data items: Accounts, Orders, Order Lines, and Products. These are the core objects that are used to create and manage sales agreements in Manufacturing Cloud. Accounts represent the customers or partners that have sales agreements with the organization. Orders and Order Lines represent the actual sales transactions that are associated with the sales agreements. Products represent the items or services that are sold or purchased through the sales agreements. Invoices and Opportunities are not required for creating sales agreements from historical data, as they are not part of the sales agreement object model. Invoices are used to track the billing and payment status of the orders, while Opportunities are used to track the potential sales deals that may or may not result in orders. References: Sales Agreement Object Model, Create a Sales Agreement, Sales Agreement Fields

NEW QUESTION 3

What would prohibit an administrator from creating and sharing the Advanced Account Forecasting Analytics for Manufacturing app?

- A. Sales Agreements is not enabled.
- B. Orders are not enabled.
- C. Account Forecasting is not enabled.

Answer: C

Explanation:

Account Forecasting is a prerequisite feature for using the Advanced Account Forecasting Analytics for Manufacturing app. This app allows users to create holistic forecasts across multiple dimensions and horizons, and analyze their forecast data using dashboards. To enable Account Forecasting, users need to have the Manufacturing Cloud permission set license and the Manufacturing Cloud permission set assigned to them. The other options are not relevant for this requirement. Sales Agreements and Orders are not required for creating and sharing the app, although they can be used as data sources for the forecasts. References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Users and Permissions for Manufacturing Cloud, Use Advanced Account Forecasting Analytics for Manufacturing

NEW QUESTION 4

Universal Containers wants to add a rebate benefit defined by a product dimension. Which related list must be defined to create this dimension?

- A. Payout Mappings
- B. Benefit Mappings
- C. Dimensions Type Mappings
- D. Rebate Type Mappings

Answer: B

Explanation:

Benefit mappings are used to define the product dimensions for a rebate benefit. Product dimensions are the criteria that determine which products are eligible for a rebate benefit. For example, you can create a product dimension based on product family, product line, or product category. You can also create custom product dimensions to suit your business needs¹. To create a product dimension for a rebate benefit, you need to add a benefit mapping related list to the benefit record and specify the dimension type and values². References: 1: Define Product Dimensions for Rebate Benefits | Salesforce Help³, 2: Create Benefits and Activate a Program Unit | Salesforce Trailhead⁴

NEW QUESTION 5

Universal Containers (UC) uses Sales Agreements and wants to avoid bringing actual orders data into Manufacturing Cloud. However, UC wants to use the actual orders data for its sales agreements.

Which Actuals Calculation mode in the Sales Agreement setup must be selected?

- A. Manually using Actual Orders API
- B. Manually using API upload
- C. Automatically from orders through contracts

Answer: C

Explanation:

To use the actual orders data for its sales agreements without bringing the data into Manufacturing Cloud, UC must select the Actuals Calculation mode as Automatically from orders through contracts in the Sales Agreement setup. This mode allows UC to calculate the actual quantities from the orders that are associated with the contracts linked to the sales agreements. A daily automated process derives and calculates the sales agreement actuals from the orders through contracts and updates the sales agreement records. This way, UC can avoid importing or syncing the actual orders data into Manufacturing Cloud and still use it for its sales agreements. References: Choose How Sales Agreement Actuals Are Calculated, How Are Sales Agreement Actuals Calculated? Learn more
1blob:<https://www.bing.com/e583e63c-ea5e-4ca3-b55e-96efd816d75b> help.salesforce.com2blob:<https://www.bing.com/e583e63c-ea5e-4ca3-b55e-96efd816d75b> help.salesforce.com3blob:<https://www.bing.com/3959af30-c1da-43a0-b081-817eccbfaa8d> trailhead.salesforce.com4blob:<https://www.bing.com/3959af30-c1da-43a0-b081-817eccbfaa8d> trailhead.salesforce.com

NEW QUESTION 6

Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit?

- A. Specified
- B. Elapsed
- C. Stepped
- D. Aggregate

Answer: C

Explanation:

n: A stepped calculation method calculates a benefit structure based on the quantity of units sold within a specified range. For example, if you sell 150 units, and the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit, the total benefit is \$500. This is different from the other calculation methods, which are:
? Specified: Calculates a benefit structure based on a fixed amount or percentage for each unit sold.
? Elapsed: Calculates a benefit structure based on the time elapsed since the start of the sales agreement.
? Aggregate: Calculates a benefit structure based on the total quantity of units sold across all products in the sales agreement. References: What Is Manufacturing Cloud?, [Create a Benefit Structure for Sales Agreements]

NEW QUESTION 7

Universal Containers (UC) is looking to improve visibility into its long-term agreements and forecasts. A business analyst has gathered UC's requirements and determined a few key requirements that they need compared to standard functionality.

- * 1. UC tracks its long-term agreements by planned quantity and planned revenue at the product category level.
- * 2. UC has a custom fiscal year and tracks its forecast weekly.
- * 3. UC needs to see the ordered quantity, revenue, shipped quantity, and revenue in its forecast metrics.
- * 4) The primary dimension in UC's forecasts is the product category.

What should be customized in Manufacturing Cloud to accomplish the business requirements?

- A. Sales Agreement Metrics
- B. Advanced Account Forecast Fact object
- C. Data Processing Engine (DPE) Templates

Answer: C

Explanation:

Data Processing Engine (DPE) Templates are used to customize the data model and calculations for account-based forecasting in Manufacturing Cloud. DPE Templates allow users to define the dimensions, metrics, and formulas for their forecasts based on their business needs. In this case, UC needs to customize the DPE Template to include the product category as a dimension, and the ordered quantity, revenue, shipped quantity, and revenue as metrics. UC also needs to specify the custom fiscal year and the weekly forecast frequency in the DPE Template. The other options are not relevant for this requirement. Sales Agreement Metrics are used to track the performance of sales agreements, not forecasts. Advanced Account Forecast Fact object is a standard object that stores the forecast data, not a customization option. References: Customize Data Processing Engine (DPE) Templates, Account-Based Forecasting in Manufacturing Cloud

NEW QUESTION 8

Badger Power is using Manufacturing Cloud. Forecasts have been set up and generated for all of their accounts. The forecast formula was recently adjusted to reflect Opportunity Probability. Which action will this trigger?

- A. Recalculation of all active forecast(s).
- B. Recalculation of all forecast(s).
- C. Regeneration of all forecast(s).
- D. Regeneration of all active forecast(s).

Answer: C

Explanation:

When you change the forecast formula, the existing forecasts are deleted and new forecasts are generated using the updated formula. This applies to all forecasts, regardless of their status. Therefore, the correct answer is C. Regeneration of all forecast(s). References: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

NEW QUESTION 9

Which statement is accurate about Account Manager Targets?

- A. Account Manager Targets are only supported for custom fiscal year.
- B. Account Manager Targets are supported for standard fiscal year and custom fiscal year.
- C. Account Manager Targets can only be used after a forecast calendar is configured.
- D. Account Manager Targets are only supported for standard fiscal year and not for custom fiscal year.

Answer: B

Explanation:

Account Manager Targets are a feature of Manufacturing Cloud that allows you to set and track sales goals for your account managers based on product volume, revenue, or any other custom measure. You can assign targets to individual account managers or to teams, and monitor their progress and performance over time. Account Manager Targets are supported for both standard fiscal year and custom fiscal year, which means you can align your targets with your company's fiscal calendar. You can also use Account Manager Targets with or without a forecast calendar, which is another feature of Manufacturing Cloud that helps you create and manage forecasts for your accounts and products. References: Account Manager Targets in Manufacturing Cloud, Enable Account Manager Targets, What Is Manufacturing Cloud?

NEW QUESTION 10

The administrator at Bonsai Manufacturing wants to renew several sales agreements. Which status on the sales agreement restricts the administrator from renewing?

- A. Expired
- B. Activated
- C. Approved

Answer: B

Explanation:

A sales agreement can be renewed only when it is in the renewal period, which is defined by the number of days before the end date of the agreement. A sales agreement that is expired or approved can be renewed if it is within the renewal period. However, a sales agreement that is activated cannot be renewed, because it means that the agreement is currently active and has not reached its end date or renewal period. References: Define Renewal Period for Sales Agreements, Renew a Sales Agreement.

NEW QUESTION 10

An administrator has completed the data migration from a client's legacy system to Manufacturing Cloud. The client wants to ensure all Advanced Account Forecast calculations are correct and the data has been properly migrated. How should the administrator reassure the client that data has been accurately calculated?

- A. Use Data Loader to generate a .csv file and manually compare it to import files.
- B. Launch the calculations of the Advanced Account Forecast and compare the values with the legacy system.
- C. Request the users to verify the Advanced Account Forecast values of their accounts.

Answer: B

Explanation:

The best way to reassure the client that the data has been accurately calculated is to launch the calculations of the Advanced Account Forecast and compare the values with the legacy system. This will ensure that the forecast metrics, such as planned revenue, actual revenue, forecast quantity, and forecast revenue, are consistent and correct. The administrator can use the Data Processing Engine templates to configure the calculations and run them manually or on a schedule¹. The administrator can also view the forecast results in the Accounts Health dashboard or the Account Forecast tab². Using Data Loader to generate a .csv file and manually compare it to import files is not a reliable method, as it may introduce errors or inconsistencies in the data format or values. Requesting the users to verify the Advanced Account Forecast values of their accounts is not a feasible method, as it may be time-consuming, impractical, or inaccurate, depending on the number and complexity of the accounts. References: Learn How Forecast Data Is Created, View and Adjust Forecasts

NEW QUESTION 13

When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

- A. Only approved sales agreements in the Salesforce org will be considered.
- B. All sales agreements within the generation period will be considered.
- C. No sales agreements will be considered.
- D. All active and expired sales agreements will be considered.
- E. Only sales agreements with approved adjustments in the Salesforce org will be considered.

Answer: C

Explanation:

If Sales Agreement List View is not selected in the Account Forecast Calculation Settings, no sales agreements will be considered when calculating the sales agreement metric values of account forecasts. This means that the account forecasts will only reflect the opportunity metric values, and not the sales agreement metric values. To include the sales agreement metric values in the account forecasts, you need to select a sales agreement list view that defines which sales agreements to use for the calculations. References: 1: Configure Account Forecast Calculation Settings - Salesforce

NEW QUESTION 15

Universal Containers just launched 100 new products to be used in Salesforce Sales Agreements. How should the products be set up in order for them to appear in sales agreements?

- A. All active products automatically appear in sales agreements.
- B. All products with active standard price book entries can be added to sales agreements.
- C. Products must be marked as active and added to the standard price book.

Answer: C

Explanation:

To ensure that the 100 new products appear in sales agreements, they must be marked as active and added to the standard price book. This is necessary for managing products and categories within a sales agreement and allows for the addition of new product lines or categories to activated sales agreements .

NEW QUESTION 18

A consultant has completed an implementation and needs to import order data into Manufacturing Cloud. Which steps must the consultant follow to import all of the relevant data?

- A. Provide the client with a data template file reflecting the data mapping and identify related records (that i
- B. accounts, sales agreements). Disable irrelevant automations /rules.
- C. Request an extract of the data from the legacy system and import as-is without transformatio
- D. Disable irrelevant automations/rules.
- E. Provide the client with a data template file limited to required fields and identify required related records (that i
- F. accounts, sales agreements). Disable irrelevant automations/rules.

Answer: A

Explanation:

The correct approach for importing order data into Manufacturing Cloud involves providing the client with a comprehensive data template file that reflects the data mapping, including the identification of related records such as accounts and sales agreements. It is also crucial to disable any irrelevant automations or rules that might interfere with the data import process. This ensures a smooth transition and accurate reflection of order data within the Manufacturing Cloud environment

NEW QUESTION 20

When loading data into Salesforce Manufacturing Cloud, following a specific order of operations is crucial to ensure data integrity and avoid errors. Which option represents the correct order of operations for loading data into Manufacturing Cloud?

- A. Load Products, Accounts, and Contacts first, followed by Orders and, finally, Sales Agreements.
- B. Load Account
- C. Sales Agreements, and Orders first followed by Contacts and, finall
- D. Products.
- E. Load Accounts, Contacts, and Products first, followed by Sales Agreements and, finally, Orders.

Answer: C

Explanation:

- ? To load data into Manufacturing Cloud, you need to follow a specific order of operations to ensure data integrity and avoid errors¹.
 - ? The order of operations is based on the dependencies and relationships between the objects in Manufacturing Cloud¹.
 - ? The recommended order of operations is as follows¹:
 - ? The other options are incorrect because they do not follow the recommended order of operations and may cause data integrity issues or errors.
- References:
- ? Load Data into Manufacturing Cloud - Salesforce

NEW QUESTION 21

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer. Each agreement contains Product A. Via manual API upload, a new order containing Product A comes in for the current quarter. Which Sales Agreement will this new order be linked to?

- A. The Sales Agreement that was activated last will be linked to the order.
- B. The Sales Agreement that was activated first will be linked to the order.
- C. The Sales Agreement can only be ked manually to the order.
- D. The Sales Agreement that was selected by custom logic will be linked to the order.

Answer: D

Explanation:

- When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to. You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last¹. References:
- ? Sales Agreements and Forecasting in Manufacturing Cloud
 - ? Set Up and Configure Sales Agreements

NEW QUESTION 24

What is the maximum number of products a sales agreement can have?

- A. 1500
- B. 500
- C. 100
- D. 1000

Answer: A

Explanation:

A sales agreement is a record that captures the terms and conditions of a long-term or run-rate business relationship between a manufacturer and a customer. It can include products, product categories, prices, volumes, schedules, and other details. A sales agreement can have a maximum of 1500 products or product categories and 72 schedules. Contact Salesforce support if you want to increase the limits. Note that having a large number of product or product categories and schedules can affect system

performance1. References: Considerations for Working with Manufacturing

NEW QUESTION 25

Which two list views are provided by default to filter account manager targets by the assigned user?

- A. Active Targets
- B. Pending Targets
- C. Assigned by Me
- D. Assigned to Me
- E. Assigned by Manager

Answer: CD

Explanation:

Account manager targets are records that represent the revenue goals for account managers. They can be filtered by different criteria using list views. By default, Salesforce Manufacturing Cloud provides two list views to filter account manager targets by the assigned user: Assigned by Me and Assigned to Me. Assigned by Me shows the targets that the current user has created and assigned to other users. Assigned to Me shows the targets that the current user owns and is responsible for achieving. References: Learn About Manufacturing Cloud and Explore, Filter Account Manager Targets with List Views

NEW QUESTION 30

Which dashboards are on the Account page by default after the system administrator installs the Analytics app?

- A. Accounts agreement performance; Forecast analytics for all accounts
- B. Accounts agreement performance; Pricing analytics for the selected account
- C. Accounts agreement performance; Forecast analytics for the selected account

Answer: C

Explanation:

Upon the installation of the Analytics app, the default dashboards on the Account page include "Accounts agreement performance" and "Forecast analytics for the selected account." These dashboards provide a comprehensive overview of an account's performance in terms of sales agreements and forecast accuracy, allowing for in-depth analysis and strategic planning based on historical and current data.

NEW QUESTION 31

A Salesforce consultant built an integration that calls an external endpoint via an Apex callout. However, the callout is failing with the following error:

"System.CalloutException: Unauthorized endpoint".

What should the consultant do to fix this error?

- A. Create a connected app for the external system.
- B. Register the URL in Remote Site Settings.
- C. Ensure that the integration user has the necessary permissions to perform the callout.

Answer: B

Explanation:

The error `System.CalloutException: Unauthorized endpoint` indicates that the external endpoint is not whitelisted in Salesforce. To allow Apex callouts to access an external endpoint, the administrator or the developer must register the URL in Remote Site Settings. This is a security feature that prevents unauthorized access to external resources from Apex code. Creating a connected app for the external system or ensuring that the integration user has the necessary permissions to perform the callout are not sufficient to fix this error, as they do not address the issue of whitelisting the endpoint12. References: Apex Developer Guide: Making HTTP Callouts, Apex Developer Guide: Remote Site Settings

NEW QUESTION 33

Which two statements are true, if an org hits the account product period forecast record limit

- A. New Products cannot be added to account forecasts
- B. New products are not added when recalculating a single account forecast or recalculating all account forecasts
- C. New products added to account forecasts will not be included in recalculations
- D. The add products option will no longer appear on the agreement terms tab

Answer: AD

Explanation:

If an org hits the account product period forecast record limit, it means that the org has reached the maximum number of records allowed for the Account Product Period Forecast object, which is 9 million1. This limit affects the functionality of account forecasting in the following ways:

? New products are not added when recalculating a single account forecast or recalculating all account forecasts. This means that if a new product is added to a sales agreement or a contract after the limit is reached, it will not be reflected in the account forecast, even if the forecast is recalculated manually or automatically. The only way to add new products to the account forecast is to delete some existing records from the Account Product Period Forecast object to free up some space2.

? The add products option will no longer appear on the agreement terms tab. This means that users will not be able to add new products to an existing sales agreement or a contract from the agreement terms tab. The only way to add new products to an agreement is to create a new agreement with the new products, or to edit the agreement in the related list of the account forecast2.

References: View the Defined Limits, Percentage of Limit Used, and Usage Details for Account Forecasts, Define Account Forecast Settings Unit | Salesforce Trailhead

NEW QUESTION 35

When list views are selected for account forecasts, which two permissions options may be based on the list view so the Account managers can generate forecasts?

- A. All users can see the list views
- B. Share list view with group of users
- C. Share list view with account owners
- D. All users above hierarchy can see this list views

Answer: AB

Explanation:

To ensure key account managers can generate forecasts using list views for account forecasts, it's crucial that either "All users can see this list view" or "Share list view with groups of users" is selected for the list views. This setting allows for the appropriate visibility and access required for generating accurate and comprehensive forecasts. This is essential for maintaining the integrity and effectiveness of the forecasting process within Salesforce Manufacturing Cloud .

NEW QUESTION 36

Service agents can't see the Service Console for Manufacturing app despite the administrator enabling Service Console for Manufacturing in the setup. What is the recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app?

- A. Grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets
- B. Add the Service Console for Manufacturing component to the Service Console Lightning Page Layout.
- C. Create a custom permission set to give access to the Service Console for Manufacturing app and grant it to all Service Agents.

Answer: A

Explanation:

The recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app is to grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets. These permission sets provide access to the Service Console for Manufacturing app and the components within it, such as the Customer 360 Timeline, the Asset Performance Monitor, and the Warranty Claims Manager¹. Adding the Service Console for Manufacturing component to the Service Console Lightning Page Layout or creating a custom permission set are not necessary steps to enable the app functionality². References: Set Up Users and Permissions for Manufacturing Cloud, Learn About Service Console for Manufacturing

NEW QUESTION 40

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- A. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type= Other, on the Account Manager object
- B. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object
- C. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object
- D. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object

Answer: C

Explanation:

The Account Manager Target object represents a target created by an account manager for a fiscal year, measure, and target value¹. To measure the account managers on a CSAT target, the admin should add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object. This way, the account managers can create and assign targets for the CSAT measure to their direct reports². The other options are incorrect because they either use the wrong object, field, or value for the CSAT target. References: Create and Assign Targets, Set Up and Configure Account Manager Targets, Discuss Salesforce Manufacturing-Cloud-Professional Exam Topic 1 Question 19, Manufacturing Cloud Developer Guide

NEW QUESTION 45

Universal Containers (UC) wants to enrich the warranty claims experience for partners and distributors. UC wants its partners and distributors to submit warranty claims and closely track their status from the Manufacturing Experience Cloud site. Which standard object captures Type, Reason, and Account information?

- A. Claim Participant
- B. Claim
- C. Claim Item

Answer: B

Explanation:

The standard object that captures Type, Reason, and Account information for warranty claims is Claim. A Claim record represents a request made by a partner, dealer, or distributor to the manufacturer to repair, replace, or provide a refund for a defective asset¹. The Claim object has fields such as Claim Type, Claim Reason, and Account Name that store this information². References: How Warranty Claim Information Is Represented in Manufacturing Cloud, Claim Fields in Manufacturing Cloud

NEW QUESTION 49

Universal Containers has implemented Rebate Management and wants to define the Benefit information section of a Rebate Type Benefit. Which Sequence of Minimum and Maximum Range values would be valid?

- A. 0 to 100
- B. 101 to 200
- C. 201 to 300
- D. 301 to 400

Answer: A

Explanation:

Rebate Management allows businesses to create and manage rebate programs that reward their partners for meeting sales targets. A rebate program consists of a rebate type, which defines the incentive structure, and a rebate agreement, which specifies the eligible partners and products. A rebate type benefit is a

component of a rebate type that defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. A benefit tier is a subcomponent of a rebate type benefit that specifies a range of sales targets and applicable benefit values. The minimum and maximum range values of a benefit tier must be positive integers and must not overlap with other benefit tiers in the same benefit. Therefore, the sequence of 0 to 100 is valid, while the other sequences are not. References: Rebate Management, Create and Manage Rebate Programs, Rebate Management Workflow

NEW QUESTION 50

Universal Containers (UC) uses an Enterprise Resource Planning (ERP) system for order and inventory management. UC would like to give its sales teams the ability to view the order information related to an account without replicating the order information. Which object type should a consultant use to access account order information?

- A. A standard Order object
- B. An external object
- C. A custom object

Answer: B

Explanation:

A consultant should use an external object to access account order information from an ERP system. An external object is similar to a custom object, but the record data is stored outside the Salesforce organization. By using external objects, the consultant can access the order data in real time via web service callouts, without replicating the data in Salesforce. This way, the sales teams can view the current state of the order information related to an account, without wasting storage and resources keeping data in sync¹. A standard Order object or a custom object would require copying the order data from the ERP system to the Salesforce organization, which is not the desired solution for UC. References: 1: External Objects²

NEW QUESTION 53

After selecting the manufacturing template in the community creation wizard, which tool can be used to customize in the site?

- A. Template Builder
- B. Experience Builder
- C. Site Builder
- D. Partner Builder
- E. Process Builder

Answer: B

Explanation:

Experience Builder is the tool that can be used to customize the site after selecting the manufacturing template in the community creation wizard. Experience Builder is a point-and-click tool that lets you create pixel-perfect, responsive, and dynamic digital experiences for your customers, partners, and employees. You can use Experience Builder to customize the layout, branding, navigation, components, pages, and permissions of your site. You can also preview and publish your changes, and monitor the performance and usage of your site. References: Create the Manufacturing Partner Template and Add Partner Users - Salesforce, Create an LWR Site in Experience Cloud - Salesforce Developers, Experience Builder - Salesforce Help

NEW QUESTION 58

The admin at badger power is trying to setup a Rebate type that is valid for transactions completed in January. Which option reflects by the admin?

- A. Setup anew rebate program with that volume rebate type and a single payout period for Jan
- B. Set Rebate type to active on Jan1 and inactive on Jan31
- C. Use the effective date on Rebate Type
- D. Set up an eligibility criteria for this rebate type with activity Date >= Jan1 and <= Jan31

Answer: D

Explanation:

The admin at badger power can set up an eligibility criteria for this rebate type with activity Date >= Jan1 and <= Jan31. This option allows the admin to specify the date range for which the rebate type applies to the transactions. The other options are either not possible or not sufficient to achieve the desired result. For example, setting up a new rebate program with a single payout period for Jan does not ensure that the rebate type is valid only for transactions completed in January. Setting the rebate type to active on Jan1 and inactive on Jan31 does not prevent the rebate type from being applied to transactions that occurred before or after January. Using the effective date on rebate type does not specify the end date for the rebate type validity. References: Eligible and Applied Rebate Types on a Transactional Object, Common Rebate Types

NEW QUESTION 60

Partner managers from Universal Containers (UC) are performing onsite visits to their distribution partners. During the visit they have a goal of getting partners to renew the terms of their sales agreements with UC. Leadership wants to understand how effective these in-person visits are in getting partners to renew. They would also like to standardize the tasks to be performed during these visits and report on this data in Salesforce. Which features should a Manufacturing Cloud consultant recommend to meet these requirements?

- A. Partner Visit Management, Advanced Account Forecasting, and CRM Analytics for Manufacturing
- B. Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators
- C. Partner Visit Management, Experience Cloud, and Service Console for Manufacturing

Answer: B

Explanation:

To meet the requirements of UC, a Manufacturing Cloud consultant should recommend the following features: Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators. Partner Visit Management helps sales managers schedule visits to dealer and distributor locations, monitor performance, follow up on sales agreements, and capture key metrics¹. Action Plans allow sales managers to create lists of tasks and associated assessment indicators that are commonly repeated across multiple visits². Generic Visit Key Performance Indicators enable sales managers to compare the expected metrics versus the actual metrics for the key performance indicators they defined and then take necessary actions³. These features help UC to standardize the tasks to be performed during visits, understand how effective these visits are in getting partners to renew, and report on this data in Salesforce. The other features are not relevant for the given scenario. Advanced Account Forecasting is used to create holistic forecasts based on sales agreements, orders, opportunities, and account

metrics4. CRM Analytics for Manufacturing is used to gain insights into sales performance, pipeline health, and customer satisfaction. Experience Cloud is used to create branded digital experiences for customers, partners, and employees. Service Console for Manufacturing is used to provide customer service and support across multiple channels. References: Partner Visit Management Workflow, Build Distributor Relationships with Partner Visit Management, Strengthen Relationships with Partners, Create Holistic Forecasts with Advanced Account Forecasting, [CRM Analytics for Manufacturing], [Experience Cloud], [Service Console for Manufacturing]

NEW QUESTION 63

If the team member hierarchy type is changed in account manager targets, which statement is accurate?

- A. No change to existing targets
- B. All the existing targets become read only
- C. All the existing targets turn to draft status
- D. All the existing targets have to be reapproved based on the new hierarchy

Answer: B

Explanation:

Account manager targets are long-term goals that account managers set for themselves and their team members. They can be based on revenue, volume, margin, or any other metric that is relevant for the business. The team member hierarchy type determines the users that account managers can assign targets to. It can be either the manager hierarchy or the forecasts hierarchy, which are defined in the Roles and Forecasts Hierarchy pages in Setup, respectively. If the team member hierarchy type is changed in account manager targets, all the existing targets are made read-only, as a warning message indicates. This is to prevent any inconsistency or confusion in the target assignments and approvals. To edit the existing targets, account managers have to clone them and make the necessary changes. References: Choose Team Member Hierarchy for Account Manager Targets, Set Up and Configure Account Manager Targets, Set Up Targets for Account Managers Unit | Salesforce Trailhead, Assign an Account Manager Target

NEW QUESTION 68

Which two out-of-the-box actions can be performed on a Sales Agreement?

- A. Recalculate Actuals
- B. Update ProductsC) Mass Update
- C. Update Adjustments
- D. Regenerate Agreement

Answer: AC

Explanation:

A sales agreement is a long-term contract that defines the terms and conditions for the products and services that you sell to your customers. You can perform various actions on a sales agreement to manage its lifecycle, such as approving, activating, expiring, or deleting it. Two of the out-of-the-box actions that you can perform on a sales agreement are:

? Recalculate Actuals: This action updates the actuals for the sales agreement based on the invoices and orders associated with it. You can recalculate actuals manually or schedule it to run automatically at a specified frequency. Recalculating actuals helps you track the progress and performance of the sales agreement over time.

? Update Products: This action allows you to add, remove, or modify the products and categories in the sales agreement. You can update products manually or use the mass update feature to apply changes to multiple products at once. Updating products helps you adjust the sales agreement to reflect the changing needs and preferences of your customers.

References: Sales Agreements and Forecasting in Manufacturing Cloud, Sales Agreement, Get Started with Manufacturing Cloud for Sales, Create and Work with Sales Agreements, Manufacturing Cloud

NEW QUESTION 69

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Visualforce pages
- B. Lightning Classic Apps
- C. External Apps
- D. Experience Cloud
- E. Manufacturing Cloud license for external users

Answer: CD

Explanation:

To collaborate with channel partners in Manufacturing Cloud, it is recommended to use external apps and Experience Cloud. External apps are applications that run outside of Salesforce but can integrate with Salesforce data and functionality. They can provide custom solutions for specific business needs and extend the capabilities of Manufacturing Cloud. For example, external apps can enable partners to access inventory levels, order status, product catalogs, and pricing information from Salesforce. Experience Cloud, formerly known as Community Cloud, is a platform that allows you to create branded digital experiences for your customers, partners, and employees. It can help you engage with your channel partners and provide them with self-service tools, collaboration features, and personalized content. For example, Experience Cloud can enable partners to view and update sales agreements, account forecasts, rebates, and targets from Salesforce. It can also help you train and onboard your partners, monitor their performance, and reward them for their achievements. References: Engage with Your Partners, Re-Imagining Partner Relationships with Manufacturing Cloud, Manufacturing Cloud

NEW QUESTION 72

At universal containers some Manufacturing cloud users have ??Delete sales agreement?? profile permission. Which two statements are correct about that permission and the entitled users ability to delete sales agreements?

- A. Account owners will see the ??Delete?? option on the sales agreements record header
- B. Only sales agreements with no associated products can be deleted
- C. Only these user will see the ??Delete?? option on the sales agreement record header
- D. Only non-active sales agreements can be deleted
- E. Sales agreements with any status can be deleted

Answer: CE

Explanation:

According to the Salesforce Manufacturing Cloud documentation, the ??Delete sales agreement?? profile permission allows users to delete an active, approved, canceled, or expired sales agreement. However, they can only delete a sales agreement if it doesn't have any active orders associated with it. Only users with this permission will see the ??Delete?? option on the sales agreement record header. Account owners or other users without this permission will not see the ??Delete?? option. The status of the sales agreement does not affect the ability to delete it, as long as there are no active orders1. References: 1: Delete a Sales Agreement - Salesforce

NEW QUESTION 76

Universal Containers1 field reps want to have a more accurate picture of their distributor's business. The field rep will compare and update expected versus actual order values during the next visit.

Which Manufacturing Cloud object should the consultant configure to give field reps this ability?

- A. Advanced Account Forecast
- B. Generic Visit Key Performance Indicator
- C. Account Relationship

Answer: A

Explanation:

The Advanced Account Forecast object is used to track the expected and actual order values for each account and product family. It allows field reps to compare the forecasted and actual order values for each account and product family, and update them as needed. The Advanced Account Forecast object also enables field reps to collaborate with their distributors and align on the sales agreements, orders, and brand-promotion campaigns12. References: Meet Manufacturing Cloud, Strengthen Relationships with Partners

NEW QUESTION 80

A consultant wants to evaluate the previous year's sales results to define the current year's sales targets. The consultant was able to create and assign account manager targets with appropriate measures. Now, the sales managers need to allocate the target details appropriately.

Which combination of measures creates account manager targets?

- A. Time period, Accounts, and Products
- B. Time period, Forecasts, and Products
- C. Time period, Opportunities, and Products

Answer: A

Explanation:

In setting account manager targets, the combination of measures that creates these targets includes the Time period, Accounts, and Products. This approach allows sales managers to allocate target details appropriately by considering the specific time frame, the accounts managed by each account manager, and the products involved. This multi-dimensional approach to target setting enables a more nuanced and effective allocation of sales targets, catering to the diverse aspects of sales operations.

NEW QUESTION 82

An organization would like to show its account managers specific data points for Sales Agreements terms based on business needs.

What is the first step in providing these insights to the account reps?

- A. Enabling custom metrics
- B. Allowing account reps to add agreement terms
- C. Enabling metric groups

Answer: C

Explanation:

The first step in providing insights to the account reps is enabling metric groups. Metric groups are collections of metrics that are relevant for a specific business scenario or use case. They allow account managers to view and compare agreement terms for different metrics, such as revenue, volume, margin, and so on1. Enabling custom metrics and allowing account reps to add agreement terms are not the first steps, as they require metric groups to be enabled first23. References: 1: Create Metric Groups for Sales Agreements4, 2: Map Custom Fields of Sales Agreement Products and Schedules, 3: Select Metrics to Display in Agreement Terms.

NEW QUESTION 83

Which two statements are correct about sales agreement cloning?

- A. The product details are copied over from the original sales agreement
- B. The new sales agreement is created in draft status
- C. The default start date of the new sales agreement is equal to the start date of the original sales agreement
- D. The new sales agreement is created in activated status
- E. The agreement term details are copied over from the original sales agreement

Answer: AB

Explanation:

Sales agreement cloning is a feature that allows users to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for different accounts or time periods. When cloning a sales agreement, the product details, such as product name, quantity, price, and discount, are copied over from the original sales agreement. The new sales agreement is created in draft status, which means it can be edited and submitted for approval. The default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The agreement term details, such as metrics, actuals, and forecasts, are not copied over from the original sales agreement, as they are specific to each sales agreement and time period. References: Clone a Sales Agreement, Sales Agreement Cloning

NEW QUESTION 85

In Salesforce Manufacturing Cloud, why is it important to validate the functionality against business process flows during implementation or system updates?

- A. To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization
- B. To optimize and streamline the manufacturing operations by leveraging the full capabilities of Salesforce Manufacturing Cloud
- C. To improve user adoption and satisfaction by customizing the system to match the organization's unique business requirements

Answer: A

Explanation:

Validating the functionality against business process flows is a key step in the implementation or system update of Salesforce Manufacturing Cloud. It helps to ensure that the system meets the business requirements and expectations of the stakeholders, and that it can handle the various scenarios and use cases that may arise in the manufacturing industry. By validating the functionality, you can also identify and resolve any issues or gaps that may affect the system performance, usability, or security. Additionally, validating the functionality can help you to document and communicate the system changes and benefits to the end users and other parties involved in the project. References: Implementation Guide, System Updates

NEW QUESTION 86

Service agents at Universal Containers have requested the ability to access the latest updates to a sales agreement when navigating from the customer interaction related to the account.

What should a Manufacturing Cloud consultant recommend to meet their requirement?

- A. Create a new timeline with the Sales Agreement as the related object and add the timeline to the Account page in Lightning App Builder.
- B. Add the Sales Agreement related list to the Engagement Interaction record page in Lightning App Builder.
- C. Add the Sales Agreement related list to the Account record page in Lightning App Builder.

Answer: C

Explanation:

To allow the Service Agents to access the latest updates to a sales agreement when navigating from the customer interaction related to the account, the Manufacturing Cloud consultant should recommend adding the Sales Agreement related list to the Account record page in Lightning App Builder. This way, the Service Agents can see the sales agreements associated with the account and view their status, terms, and schedules. The Sales Agreement related list is available for the Account object by default and can be added to the Account page layout using the Lightning App Builder. References: Sales Agreements Overview, Customize Record Pages with the Lightning App Builder

NEW QUESTION 88

Which method can be used to calculate Actuals for sales agreements?

- A. Automatically from contracts through orders.
- B. Manually using api upload
- C. Automatically from orders through contracts
- D. Automatically from direct orders
- E. Automatically from direct contracts

Answer: D

Explanation:

One of the methods to calculate Actuals for sales agreements is to automatically derive them from direct orders. A direct order is an order that is created from the related list of a sales agreement record. A daily automated process calculates the product quantity fulfilled in each activated order, and then updates that quantity in the sales agreement. This method allows you to track the actual performance of your sales agreements based on the orders placed by your customers or partners. You can also use other methods to calculate Actuals, such as importing quantities from external sources, or using orders associated with contracts. References: Create Orders to Calculate Sales Agreement Actuals, How Are Sales Agreement Actuals Calculated?

NEW QUESTION 89

What is required before the Analytics for Manufacturing App can be created?

- A. At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.
- B. Refresh Sales Agreement(s) to be analyzed.
- C. Refresh Forecast(s) to be analyzed.
- D. At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.

Answer: A

Explanation:

The Analytics for Manufacturing App is a prebuilt app that includes dashboards to visualize and analyze data from various Manufacturing Cloud objects, such as sales agreements, account forecasts, account manager targets, and rebates. Before you can create the app, you need to ensure that your data meets some specific requirements, otherwise the app creation fails. One of the requirements is that at least one record must exist in each of the Manufacturing Cloud objects to be analyzed, such as Order, Sales Agreement, Account Forecast, and so on. This ensures that the app has some data to work with and can generate meaningful insights. The other requirements are related to record types, permissions, and field-level security¹. References: Data Required to Create the Analytics for Manufacturing App, Set Up Analytics for Manufacturing, Deploy CRM Analytics for Manufacturing.

NEW QUESTION 93

In Tableau CRM for manufacturing which security predicate ??????????. ManagerId

- A. use Role Hierarchy
- B. Manufacturing Cloud Hierarchy
- C. Account Hierarchy
- D. Row level Sharing for territories

E. Use Manager Hierarchy

Answer: E

Explanation:

A security predicate is a filter that restricts access to data based on user attributes. In Tableau CRM for manufacturing, you can use the Manager Hierarchy security predicate to limit data access based on the user's manager. For example, if you want to show only the sales agreements that belong to the user or their direct reports, you can use the Manager Hierarchy security predicate with the ManagerId field. This way, each user can see only the data that is relevant to them and their team. References: Add Row-Level Security with a Security Predicate, Developing and Managing Tableau CRM Assets in Production

NEW QUESTION 94

What is the maximum number of sales Agreement that can be activated for the same period, containing the same Products and linked to the same Account?

- A. 1
- B. 50
- C. No defined limit
- D. 10000
- E. 128

Answer: C

Explanation:

According to Salesforce Manufacturing Cloud documentation, there is no defined limit on the number of sales agreements that can be activated for the same period, containing the same products, and linked to the same account. However, it is recommended to use sales agreements judiciously and avoid creating duplicate or overlapping agreements that could cause confusion or errors in forecasting and reporting. Sales agreements are meant to capture the negotiated terms and conditions of the run-rate business with customers and partners, and they should reflect the actual demand and order realization data. References: Sales Agreements, Frequently Asked Questions for product keys. | Microsoft Learn, Salesforce Manufacturing Cloud Certification Flashcards | Quizlet.

NEW QUESTION 95

Universal Containers has a large number of stock keeping units (SKUs), which hinders the executive team from making decisions quickly. Which functionive team?

- A. Account Based Forecasting
- B. Product Categories
- C. Sales Agreements

Answer: B

Explanation:

o help the executive team make decisions quickly, an administrator should implement Product Categories functionality. Product Categories are a way of grouping products based on common characteristics, such as type, brand, flavor, or package¹². By using Product Categories, the executive team can easily filter, sort, and analyze the large number of SKUs in their business. They can also use Product Categories to create sales agreements and forecasts at different levels of granularity¹. References: Manage Products and Categories in a Sales Agreement, Configure Product Hierarchies Unit

NEW QUESTION 98

What is the proper utilization of a System Integration Testing (SIT) environment?

- A. Used as a backup and archive of production configuration and data
- B. Used as a development environment to configure and build new applications
- C. Used as an environment to perform system-to-system testing

Answer: C

Explanation:

A System Integration Testing (SIT) environment is used as an environment to perform system-to-system testing. This means that the SIT environment is used to test the integration of different systems or components that are part of the Salesforce Manufacturing Cloud solution. The SIT environment allows the verification of the functionality, performance, and reliability of the integrated systems, as well as the identification and resolution of any defects or issues that may arise during the integration process. The SIT environment is typically a replica of the production environment, but with a smaller data set and lower security requirements. The SIT environment is also used to validate the data migration and synchronization between the source and target systems, as well as the compatibility and interoperability of the APIs and web services that are used for the integration. References:

? Manufacturing Cloud - Salesforce

? How to Perform Automated Integration Testing in Salesforce

? Automate and Test During Integration

NEW QUESTION 99

The warranty claim adjudicators on the global warranty team at Universal Containers noticed that the Claims page in the Warranty Lifecycle Management app is not showing when the warranty for the asset ends.

What should the consultant recommend the warranty team do as part of claims processing?

- A. Register the asset by creating the Asset record and Asset Warranty Terms record for the asset.
- B. Register the asset by creating the Asset record and Warranty Term Coverages record for the asset.
- C. Register the asset by creating the Asset record and Product Warranty Terms record for the asset

Answer: A

Explanation:

To address the issue of the Claims page not showing when the warranty for the asset ends, the consultant should recommend registering the asset by creating the Asset record and the Asset Warranty Terms record. This ensures that all relevant warranty information, including the end date, is captured and displayed as

part of the claims processing workflow, thus providing warranty claim adjudicators with the complete data needed for effective claims management.

NEW QUESTION 100

An administrator of an organization is implementing Manufacturing Cloud Intelligence and various dashboards and is also setting up Advanced Account Forecasting.

Why would an administrator configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects?

- A. To provide users access to partner and facts records
- B. To provide users with separate levels of visibility to forecast data
- C. To provide users with separate levels of visibility to activity data

Answer: B

Explanation:

The administrator would configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects to provide users with separate levels of visibility to forecast data. The Advanced Account Forecast Partner object stores the partner information for each account forecast record, such as the partner name, partner type, and partner role. The Advanced Account Forecast Fact object stores the forecast values for each account forecast record, such as the forecast amount, forecast quantity, and forecast margin. By setting the Field-Level Security for these objects, the administrator can control which users can view, edit, or delete the partner and fact data for each account forecast record. This way, the administrator can ensure that the users only see the relevant forecast data for their role and business unit¹². References: 1: Set Field-Level Security for Fact and Partner Object in Advanced Account Forecasting³, 2: Forecast Fact Object Included with Advanced Account Forecasting⁴

NEW QUESTION 105

Which two statements are true, if an org hits the account product period forecast record limit?

- A. New Products cannot be added to account forecasts
- B. New products are not added when recalculating a single account forecast or recalculating all account forecasts
- C. New products added to account forecasts will not be included in recalculations
- D. The add products option will no longer appear on the agreement terms tab

Answer: AB

Explanation:

The account product period forecast record limit is the maximum number of records that can be stored in the Account Product Period Forecast object, which represents the quantity and revenue information of products for a particular time period of the forecast rolling period¹. The default limit is 9 million records, but it can be changed by the admin². If the org hits the limit, new products cannot be added to account forecasts, and new products are not added when recalculating a single account forecast or recalculating all account forecasts². This means that the forecast data will not reflect the latest changes in the product portfolio and may affect the accuracy of the forecast. The add products option will still appear on the agreement terms tab, but it will not work if the limit is reached. New products added to account forecasts will be included in recalculations, as long as the limit is not exceeded. References: Considerations for Working with Manufacturing - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module, Advanced Account Forecasting with Manufacturing Cloud | Salesforce, AccountProductPeriodForecast | Manufacturing Cloud Developer Guide | Salesforce Developers

NEW QUESTION 107

Many of Universal Containers' management teams must travel to different production facilities as part of their regular work. They require access to features on their desktop and mobile devices to view and approve sales agreements.

What is an important consideration to keep in mind when preparing and conducting testing?

- A. The Mobile User permission must be assigned to the test users.
- B. Sales Agreement features are not available on mobile devices, but approvals can be done via email.
- C. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is required.

Answer: A

Explanation:

To test Manufacturing Cloud features on mobile devices, the test users need to have the Mobile User permission assigned to them. This permission enables them to access the Salesforce mobile app and use the features that are available on mobile, such as viewing and approving sales agreements¹. Sales Agreement features are available on mobile devices, and approvals can be done via the mobile app or email². When testing Manufacturing Cloud for mobile, a Wi-Fi connection is not required, but it is recommended for better performance³. References: Automated Testing with the Salesforce Mobile App & Appium, Sales Agreement Management, Online Testing Cloud for Salesforce Websites

NEW QUESTION 108

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business. The actuals are updated directly from the orders. In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

- A. Accounts, Sales Agreements, Sales Agreements Products, Orders
- B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders
- C. Orders, Accounts, Sales Agreement, Sales Agreement Products

Answer: B

Explanation:

To migrate data from a legacy system to Manufacturing Cloud, the administrator should follow the recommended order of data import. This order ensures that the data dependencies and relationships are maintained and that the data integrity is preserved. The recommended order of data import is as follows¹:

? Accounts: This is the first object to import, as it represents the customers and their details. Accounts are related to Sales Agreements and Orders, so they must be imported before them.

? Sales Agreements: This is the second object to import, as it represents the contractual agreements between the customers and the manufacturer. Sales Agreements are related to Sales Agreement Products and Sales Agreement Schedules, so they must be imported before them.

? Sales Agreement Products: This is the third object to import, as it represents the products that are included in the Sales Agreements. Sales Agreement Products

are related to Sales Agreement Product Schedules, so they must be imported before them.

? Sales Agreement Product Schedules: This is the fourth object to import, as it represents the forecasted quantities and prices of the Sales Agreement Products over time. Sales Agreement Product Schedules are related to Orders, so they must be imported before them.

? Orders: This is the fifth and final object to import, as it represents the actual orders placed by the customers. Orders are related to Order Products, which are automatically created when the Orders are imported.

Therefore, the correct answer is B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders. References: Import Data into Manufacturing Cloud

NEW QUESTION 111

Universal container wants to enter a sales agreement for Widget A, Which three minimum data element required on sales agreement

- A. Opp, Pricebook, Product
- B. Account, Opp, Contracts
- C. Account, Price book, Product
- D. Account, Product, Orders

Answer: C

Explanation:

create a sales agreement, you need to specify the account, the price book, and the product(s) that are part of the agreement. The account is the customer that you have a contractual relationship with. The price book is the list of products and prices that you offer to the account. The product(s) are the items that you agree to sell to the account for a certain quantity, price, and time period. You can also add other optional data elements to the sales agreement, such as start date, end date, schedule frequency, schedule count, and terms and conditions¹. References:

? Create a Sales Agreement

NEW QUESTION 116

Which three actions are available when using the Mass Update function to update multiple values of a single metric of a Sales Agreement in the Sales Agreement Terms tab?

- A. Decrease By
- B. Update With
- C. Increase By
- D. Replace With
- E. Multiply By

Answer: ACD

Explanation:

The Mass Update function allows you to update multiple values of a single metric of a sales agreement in the Sales Agreement Terms tab. You can use this function to quickly adjust the planned quantity, revenue, or margin of multiple products and periods with a single action. The available actions are Decrease By, Increase By, and Replace With. These actions let you specify a percentage or an absolute value to decrease, increase, or replace the existing values. For example, you can use the Decrease By action to reduce the planned quantity of all products by 10% for the next quarter. You can also add a note to explain the reason for the mass update. References: Mass Update Sales Agreement Action, Update Multiple Values of Sales Agreements

NEW QUESTION 117

Universal Containers just went live with Manufacturing Cloud. The administrator has been tasked with uploading sales agreement data into the system. In which order does the administrator need to approach this task for a complete and accurate representation of sales transactions?

- A. Insert Sales Agreements, Insert Sales Agreement Products, Insert Sales Agreement Product Schedule
- B. Insert Sales Agreements, Insert Sales Agreement Products, Update Sales Agreement Product Schedule
- C. Update Sales Agreements, Update Sales Agreement Products, Update Sales Agreement Product Schedule

Answer: A

Explanation:

To upload sales agreement data into the system, the administrator needs to follow these steps in order:

? Insert Sales Agreements: This creates the sales agreement records with the basic information such as account, contact, start date, end date, and status.

? Insert Sales Agreement Products: This adds the products that are part of the sales agreement, along with the planned quantity and revenue for each product.

? Insert Sales Agreement Product Schedule: This specifies the schedule for each product, such as the frequency, start date, end date, and quantity for each period.

The other options are not correct because they involve updating the sales agreement data instead of inserting it. Updating the data requires the data to be already present in the system, which is not the case for a new implementation. Also, updating the sales agreement product schedule is not necessary if the schedule is inserted correctly in the first place. References: SalesAgreement | Manufacturing Cloud Developer

Guide, SalesAgreementProduct | Manufacturing Cloud Developer

Guide, SalesAgreementProductSchedule | Manufacturing Cloud Developer Guide, Import Data into Manufacturing Cloud

NEW QUESTION 122

Universal Containers is experiencing an increase in manual errors with its repetitive business processes.

Which tool(s) within Manufacturing Cloud should the consultant recommend to help mitigate errors by leveraging automation?

- A. Flow for Manufacturing
- B. Process Builder and Flow Builder
- C. Workflow Rules and Process Builder

Answer: B

Explanation:

To mitigate manual errors in repetitive business processes at Universal Containers, the consultant should recommend leveraging Process Builder and Flow Builder within Manufacturing Cloud. These automation tools allow for the design and implementation of customized workflows and processes that can significantly reduce the likelihood of manual errors, thereby enhancing efficiency and accuracy in the organization's operations .

NEW QUESTION 125

Universal Containers is deploying Manufacturing Cloud for the first time. Sales Agreements have been configured in a development sandbox, and now the Salesforce administrator is moving the changes to production. The deployment is failing, and the error indicates that the Sales Agreement object does not exist in the target environment.

What should the administrator check first to resolve the error and complete the deployment?

- A. Check that the organization wide default for Sales Agreements is set to Private in the production org.
- B. Check that Sales Agreements are enabled in the production org.
- C. Check that the organization-wide default for Sales Agreements is set to Public Read Write in the production org.

Answer: B

Explanation:

When facing a deployment error indicating that the Sales Agreement object does not exist in the target environment, the first step the administrator should take is to ensure that Sales Agreements are enabled in the production organization. This is a crucial prerequisite for deploying Sales Agreements-related changes and functionalities from a development sandbox to a production environment, as the absence of enabled Sales Agreements in the target environment can lead to deployment failures .

NEW QUESTION 126

An admin wants to create new custom metric on the Account product period forecast component . What need to be done to make the metric available on the Account forecast component?

- A. Create a custom field on Account Forecast, create a custom of field on account product, map both of new fields in the account forecast setting page.
- B. Create a custom of field on account product period forecast, , create a custom of field on account product forecast, map both of new fields in the account forecast setting page.
- C. Create a custom of field on Sales agreement product, Create a custom of field on Sales agreement product period, map both of new fields in the Sales agreement setting page
- D. Create a custom of field on account forecast adjustment, Create a custom of field on account forecast adjustment period, map both of new fields in the account forecast setting page.

Answer: B

Explanation:

According to the Salesforce Manufacturing Cloud documentation, to create a new custom metric on the Account product period forecast component, you need to create a custom field on the Account Product Period Forecast object and another custom field on the Account Product Forecast object. Then, you need to map both of these fields in the Account Forecast setting page. This will allow you to add the custom metric to the Forecast tab of an account and track it along with the standard metrics1. References: 1: Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects

NEW QUESTION 131

A client has provided a list of unstructured, unprioritized requirements. What should a consultant do to advance to the next step of the project?

- A. Prepare a template with the requirements and their associated priority, and work with the client to evaluate each item.
- B. Write a Solution Design Document detailing the required technical solution to answer the list of requirements.
- C. Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.

Answer: A

Explanation:

A consultant should prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. This is the best way to advance to the next step of the project, because it helps the consultant and the client to align on the scope, objectives, and expectations of the project. It also allows the consultant to understand the client's business needs, challenges, and opportunities, and to prioritize the requirements based on their value and feasibility. By working collaboratively with the client, the consultant can also build trust and rapport, and ensure that the client is engaged and satisfied with the project outcome. References:

? Manufacturing Cloud - Salesforce

? Considerations for Working with Manufacturing - Salesforce

NEW QUESTION 136

Universal Containers (UC) wants to adhere to implementation best practices. What is a recommended way for UC to establish clarity between new business and run-rate business?

- A. New businesses should use Opportunities and Collaborative Forecasting Run-rate business should use Sales Agreements and Account Based Forecast
- B. New businesses should always use Opportunities and Sales Agreements.
- C. Run-rate business should use only Account Based Forecast and Opportunities.

Answer: A

Explanation:

To establish clarity between new business and run-rate business, Universal Containers should adopt a differentiated approach where new businesses use Opportunities and Collaborative Forecasting, while run-rate business utilizes Sales Agreements and Account-Based Forecasting. This strategy leverages the strengths of Salesforce Manufacturing Cloud's forecasting and agreement features to align with the distinct nature of new and run-rate business, ensuring accurate forecasting and effective management of business operations.

NEW QUESTION 138

Which two objects do not support triggers?

- A. Account Forecast Adjustments (AFA)
- B. Account Forecast (AF)
- C. Account Product Period Forecast (APPF)

D. Account Product Forecast (APF)

Answer: AB

Explanation:

According to the Salesforce Manufacturing Cloud documentation¹, the Account Forecast Adjustments (AFA) and Account Forecast (AF) objects do not support triggers. These objects are used to store the manual adjustments and the rolling forecast records of a particular account, respectively. The other two objects, Account Product Period Forecast (APPF) and Account Product Forecast (APF), do support triggers. These objects are used to store the quantity and revenue information of a product in a particular time period and the cumulative values for a product across all periods, respectively. References: Manufacturing Cloud Standard Objects

NEW QUESTION 142

Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

- A. Replace with
- B. Decrease by
- C. Update with
- D. Multiple by
- E. Increase by

Answer: ABE

Explanation:

When using the mass update multiple values of a single metric of a sales agreement terms tab, the three actions that are available are: replace with, decrease by, and increase by. These actions allow the user to update the values of a metric across multiple periods and products in a sales agreement. For example, the user can replace the forecasted quantity of a product with a new value, or increase the discount percentage of a product by a certain amount. The other options, update with and multiply by, are not valid actions for mass update. References: Mass Update Account Forecast Action, Update Multiple Values in Advanced Account Forecasts

NEW QUESTION 146

A salesforce Manufacturing cloud admin wants to change the forecast frequency from quarterly to monthly in the account settings. Which two things do they need to be aware of?

- A. The administrator grants them to right make changes to the forecast settings in the adjustments.
- B. A full regeneration of all the eligible account forecasts will be carried out.
- C. A recalculation of the forecast for the accounts added since the last update will be carried out
- D. The length of the time that has elapsed since the last change to the forecast setting.
- E. All the previously active account forecasts will expire

Answer: BE

Explanation:

Account forecasts are long-term projections of revenue and volume for accounts based on sales agreements, opportunity products, and account manager targets. Account forecasts can be generated and displayed monthly or quarterly, depending on the business needs. The forecast frequency can be changed in the account forecast settings by an administrator. However, changing the forecast frequency has some consequences that the administrator needs to be aware of. First, a full regeneration of all the eligible account forecasts will be carried out, meaning that all the existing account forecasts will be recalculated based on the new frequency. This may take some time and consume system resources. Second, all the previously active account forecasts will expire, meaning that they will no longer be available for viewing or editing. This is to avoid confusion and inconsistency in the forecast data. Therefore, the administrator should carefully consider the impact of changing the forecast frequency and communicate the change to the account managers and other stakeholders. References: Define Account Forecast Settings, Salesforce Manufacturing Cloud Flashcards, Configure Forecast Generation and Display Settings

NEW QUESTION 150

Which three conditions need to be fulfilled so that an order is included in the Actuals calculation process on a Sales Agreement?

- A. The order needs to have Status = Activated.
- B. The date in the Order Date field should be in the past.
- C. The date in the Order Date field should be in the future.
- D. The order needs to have Category = Activated.
- E. The Sales Agreement field needs to be populated on the Order.

Answer: ABE

Explanation:

<https://www.salesforce.com/products/manufacturing-cloud/overview/>

Actuals are the quantities of products that have been fulfilled or shipped to the customer as part of a sales agreement¹. Manufacturing Cloud calculates actuals based on orders that are associated with a sales agreement². For an order to be included in the actuals calculation process, the following three conditions need to be fulfilled³:

? The order needs to have Status = Activated. Only activated orders are considered for actuals calculation. Draft orders are not included.

? The date in the Order Date field should be in the past. Only orders with a start date that is on or before the current date are considered for actuals calculation. Future orders are not included.

? The Sales Agreement field needs to be populated on the order. Only orders that have a reference to a sales agreement record are considered for actuals calculation. Orders that are not linked to a sales agreement are not included.

https://help.salesforce.com/s/articleView?id=sf.sa_admin_actualscalcul_task.htm&language=en_us&type=5

NEW QUESTION 151

Where would a consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities be found?

- A. Rebate Management in Manufacturing Cloud
- B. Sales Agreement in Manufacturing Cloud
- C. Account Based Forecast in Manufacturing Cloud
- D. Account Manager Targets in Manufacturing Cloud
- E. Contracts in Manufacturing Cloud

Answer: B

Explanation:

A sales agreement in Manufacturing Cloud represents a long-term agreement between a buyer and a seller to negotiate price and volume of products¹. It provides a consolidated view of all the terms of the agreement, including the duration, products, price, planned quantities, and actual quantities². A sales agreement can be created from an external source, such as a quote, opportunity, or custom object³. A sales agreement can also be used to create accurate account forecasts based on the planned and actual quantities⁴. References: Sales Agreements and Forecasting in Manufacturing Cloud, Get Started with Sales Agreements, SalesAgreement, Sales Agreement

NEW QUESTION 153

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating actuals against account manager targets?

- A. Other User
- B. Opportunity Owner
- C. Custom Lookup Field for a user on Account.
- D. Order Owner
- E. Account Owner

Answer: ADE

Explanation:

These three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard when calculating actuals against account manager targets. The configuration wizard guides users through the creation of an app from the Analytics for Manufacturing template and allows them to customize the data and settings for the app. One of the settings is to choose who gets credit for the orders, which determines how the actual revenue is attributed to the account managers. The user can select one of the following options:

? Account Owner: This option credits all orders to the account owner's actual revenue, regardless of who owns the order. This is useful when the account owner is responsible for the overall relationship and revenue of the account.

? Order Owner: This option credits all orders to the order owner's actual revenue, regardless of who owns the account. This is useful when the order owner is responsible for the individual order and revenue of the order.

? Other User: This option credits all orders to a custom user's actual revenue, based on a custom lookup field for a user on the account. This is useful when there is a different user, such as a sales engineer or a partner, who is responsible for the order and revenue of the order.

References: = Create and Share an App from the Analytics for Manufacturing Template, Salesforce Authentication - Tableau, The Configuration Wizard - Salesforce Developers

NEW QUESTION 157

The Salesforce administrator at a small manufacturer of fasteners for the automobile industry is configuring Manufacturing Cloud. The sales operations manager wants accurate data so they can compare projected parts sales to actual orders. The manufacturer currently manages orders and contracts in an external system (SAP). Which actuals calculation option should the administrator select to achieve the manager's request?

- A. Manually using API upload
- B. Automatically from orders through contracts
- C. Automatically from direct orders

Answer: A

Explanation:

For a manufacturer managing orders and contracts in an external system like SAP, the administrator should select the option to manually use API upload. This allows for the bulk upload of updated quantities at regular intervals through integration, which the Salesforce org picks up during a daily scheduled job to update sales agreements .

NEW QUESTION 161

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