

Exam Questions Manufacturing-Cloud-Professional

Manufacturing Cloud Accredited Professional Exam

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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

An administrator has performed the data migration of sales agreements. The client would like to ensure that data wasn't lost in the process. How should the administrator test the data consistency across the legacy system and Salesforce?

- A. Create custom reports to aggregate the sales agreements' values and compare with the legacy system.
- B. Use Data Loader to generate a .csv file and manually compare it to import files.
- C. Verify the migration file and compare randomly selected lines with the legacy system.

Answer: C

Explanation:

To ensure data consistency following the migration of sales agreements, the administrator should verify the migration file and compare randomly selected lines with the legacy system. This method allows for a focused and manageable approach to validating the accuracy of the migrated data, ensuring that no data was lost or incorrectly migrated during the process. It's a practical approach that balances thoroughness with efficiency, particularly when dealing with large datasets.

NEW QUESTION 3

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 4

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%. Where should the Account owner add the additional 5%?

- A. Update the Account Forecast to 10%.
- B. Set 5% value in Account Growth.
- C. Update the Market Growth to 10%.

Answer: B

Explanation:

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities. The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of 10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast. Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION 5

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 6

A salesforce Manufacturing cloud user finds that the current sales agreement data is not displaying in tableau CRM for manufacturing. What two possibilities could cause this to happen?

- A. The sales agreement was linked to person accounts
- B. Sales agreements are only displayed in the grid
- C. The sales agreement was not added to the data flow
- D. The sales agreement data flow was not updated

Answer: CD

Explanation:

According to the Salesforce Manufacturing Cloud documentation, to display the current sales agreement data in tableau CRM for manufacturing, you need to add the sales agreement object to the data flow and update the data flow. The data flow is a set of instructions that defines how data is extracted, transformed, and loaded into the app. If you do not add the sales agreement object to the data flow, the app will not have access to the sales agreement data. If you do not update the data flow, the app will not reflect the latest changes in the sales agreement data¹. References: 1: Set Up the CRM Analytics App for Manufacturing Cloud Learn more

1blob:<https://www.bing.com/75924f7d-ce10-4904-b3d2-4996b3dcdca7developer.salesforce.com>2blob:<https://www.bing.com/c30db82f-7512-4b86-8ad0-68f8704ae728trailhead.salesforce.com>

NEW QUESTION 7

Which two statements are correct regarding the visibility of invalid team assignments?

- A. Invalid target assignments are shown in the Notifications section of the Assignments tab in the target's record
- B. Invalid target assignments are shown in Invalid Team Assignments section of a target only if you are the owner of that target.
- C. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record.
- D. Invalid target assignments are shown in Invalid Team Assignments related list on the Account Manager Target home page.
- E. Invalid target assignments can be seen in the Invalid Target Assignments report.

Answer: CE

Explanation:

Invalid target assignments are team assignments that are no longer valid due to changes in the target or the team member. For example, if a team member leaves the company or is reassigned to another target, their existing assignments become invalid. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record. This section displays the invalid assignments for all team members who have access to the target, regardless of the ownership. Invalid target assignments can also be seen in the Invalid Target Assignments report, which is a standard report provided by Manufacturing Cloud. This report shows all the invalid assignments for the current user and their subordinates, along with the reason for the invalidity. The report can be filtered by target name, team member name, or invalidity reason. References: Distribute Targets and Manage Invalid Targets Unit, Manage Invalid Team Assignments

NEW QUESTION 8

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 9

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 10

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

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 schedule. The administrator can also view the forecast results in the Accounts Health dashboard or the Account Forecast tab. 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 16

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 20

An account manager needs to analyze the business performance of several business units and wants to create a sales forecast based on customer accounts, products, and business units.

Which forecast solution provides the metrics the account manager is looking for?

- A. Account Forecasting
- B. Account Manager Targets
- C. Advanced Account Forecasting

Answer: C

Explanation:

The account manager looking to analyze business performance across various units and create a sales forecast based on customer accounts, products, and business units should use Advanced Account Forecasting. This solution generates baseline 360-degree forecasts considering opportunities, orders, sales agreements, historical orders, and other custom measures, providing a holistic view of business aspects.

NEW QUESTION 24

What is the purpose of a detailed technical design document when Implementing Manufacturing Cloud?

- A. Identifies the statement of work and cost to implement the application based on business requirements.
- B. Provides personas and user stories with high-level objectives of what users want to be able to accomplish with the application.
- C. Defines specific details as to how the functionalities will be configured

Answer: C

Explanation:

The purpose of a detailed technical design document when implementing Manufacturing Cloud is to define specific details regarding how functionalities will be configured. This includes setting up features like the Actionable Relationship Center, Events and Milestones, and Intelligent Document Reader, some of which may require integration with external systems .

For further details and best practices, refer to the official Salesforce Manufacturing Cloud documentation:

- ? Manufacturing Cloud Overview
- ? Manufacturing Cloud Developer Guide

NEW QUESTION 29

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

An Admin is creating an app from the Analytics for manufacturing template in Tableau CRM for Manufacturing. Which Rebate Management object supports custom fields for rebate program(s) analysis?

- A. Program Rebate Type Benefit
- B. Program Rebate Type
- C. Rebate Program
- D. Rebate Member Product Aggregate

Answer: A

Explanation:

Program Rebate Type Benefit is a Rebate Management object that supports custom fields for rebate program(s) analysis. It is used to define the benefit tiers for a rebate type, such as the percentage or amount of rebate that is paid out based on the achievement of a certain threshold. Program Rebate Type Benefit can have custom fields that specify the criteria by which the benefits vary, such as product category, region, or industry segment. These custom fields can be used in the Analytics for manufacturing app in Tableau CRM for Manufacturing to create dashboards and reports that show the performance and impact of rebate programs. References: Rebate Management Standard Objects - Salesforce Developers, Deploy and Use Rebate Analytics -Salesforce, Salesforce Manufacturing Cloud Flashcards

NEW QUESTION 34

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 36

A custom metric for display on Agreement Terms is needed based on the business requirements. Custom fields and mappings are required between the custom fields of the Sales Agreement Product and Sales Agreement Product Schedule objects. What should an administrator consider while designing for this requirement?

- A. Only number, percent, and currency field types are available for mapping.
- B. Only number, formula, and value field types are available for mapping.
- C. Only number, currency, and formula field types are available for mapping.

Answer: C

Explanation:

To create a custom metric for display on Agreement Terms, you need to create custom fields on the Sales Agreement Product and Sales Agreement Product Schedule objects, and map them using the Data.com Administration tool. The custom fields must have the same data type as the default fields, and only number, currency, and formula field types are available for mapping. Therefore, the correct answer is C. Only number, currency, and formula field types are available for mapping. References: Customize Salesforce Field Mappings, Create Custom Fields for Sales Agreement Products and Schedules

NEW QUESTION 41

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 45

Universal Containers (UC) has implemented Sales Cloud and Service Cloud in seven countries in EMEA for about 100 users. UC has successfully tested and signed off on additional Sales Agreements functionality. In order to have control over the rollout and monitor the adoption, UC wants to roll out in a phased manner, country by country. UC follows a single-org strategy. How should a consultant enable this rollout scenario?

- A. Deploy the new functionality and assign the permission set to the designated users.
- B. Deploy the new functionality and make the Sales Agreements tab visible for the designated users.
- C. Deploy the new functionality and assign the Manufacturing licenses to all of the users.

Answer: A

Explanation:

n: To enable a phased rollout of the Sales Agreements functionality, a consultant should deploy the new functionality and assign the permission set to the designated users. The permission set grants access to the Sales Agreements object and related actions, such as creating, editing, approving, and activating sales agreements. By assigning the permission set to the designated users, the consultant can control who can use the new functionality and monitor the adoption. The consultant does not need to make the Sales Agreements tab visible for the designated users, as the tab is automatically visible once the permission set is assigned. The consultant also does not need to assign the Manufacturing licenses to all of the users, as the licenses are only required for users who need access to the Manufacturing Cloud features, such as account forecasting and data processing engine. References: Get Started with Manufacturing Cloud for Sales, Assign the Manufacturing Permission Sets to Users

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, 101 to 200, 201 to 300, 301 to 400

- B. 0 to 100, 100 to 200, 200 to 300, 300 to 400
- C. Less than 100, Less than 200, Less than 300, Less than 400
- D. Greater than 100, Less than 200, Less than 300, Less than 400

Answer: A

Explanation:

A rebate type benefit defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. The minimum and maximum range values specify the sales targets for each benefit tier. The range values must be continuous and non-overlapping, meaning that the minimum value of one tier must be equal to the maximum value of the previous tier, and there should be no gaps or overlaps between the tiers. Therefore, option A is the only valid sequence of minimum and maximum range values for a rebate type benefit. References: Rebate Management Workflow, Create and Manage Rebate Programs

NEW QUESTION 50

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 53

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 57

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 58

A user wants to export Account Based Forecast data to use in their Demand Planning system. They want to use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. Which two actions will enable this process?

- A. Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.
- B. Creating a report using a custom report type.
- C. Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.
- D. Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.

Answer: CD

Explanation:

To export Account Based Forecast data, the user needs to add the fields that capture the forecasting quantity data, including any sales team adjustments. The ??Adjusted Forecast Quantity?? field shows the forecast quantity after applying the adjustment percentage for each account product forecast. The ??Total Adjusted Forecasted Quantity?? field shows the sum of the adjusted forecast quantity for all the account product forecasts in the same account forecast1. These fields are available in the standard report type of ??Account Forecasts with Product Period Forecast??, so there is no need to create a custom report type. References: What Is Manufacturing Cloud?, Create Holistic Forecasts with Advanced Account Forecasting

NEW QUESTION 61

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 65

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 69

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 73

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 76

When Using the Time Period filter on a sales agreement record page, Which options are available?

- A. Range
- B. Set Periods
- C. Custom
- D. Current Period
- E. Fiscal Year

Answer: ABD

Explanation:

The Time Period filter on a sales agreement record page allows you to view the sales agreement terms and schedules for different time periods. You can choose from three options: Range, Set Periods, and Current Period. Range lets you specify a start and end date for the filter. Set Periods lets you select up to eight periods from a list of predefined periods, such as quarters, months, or weeks. Current Period shows the current period based on the sales agreement's period type and start date. Custom and Fiscal Year are not available options for the Time Period filter. References: = Filter Sales Agreement Schedules by Time Period, Filter Sales Agreement Terms by Products or Categories

NEW QUESTION 78

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 79

Universal Containers (UC) is implementing Advanced Account Forecasting for its national business. UC has three primary product materials it wants to forecast for each of its key distribution partners. Each of UC's individual products has one of these material attributes on its record, but UC doesn't need to see the product detail in its forecast.

What should the administrator do to meet these business requirements?

- A. Add custom Material dimension to Forecast Fact and Forecast Set
- B. Update the DPE definitions to aggregate the data at the distribution partner level.
- C. Configure a custom Forecast Context
- D. Create new DPE definitions from scratch.
- E. Add custom Material dimension to Forecast Fact and Forecast Set
- F. Clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics.

Answer: C

Explanation:

To meet the business requirements of UC, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This will allow UC to group and filter the forecast data by the material attribute of the products. The administrator should also clone and use the standard DPE definitions to populate the new custom metrics for the Material dimension. The standard DPE definitions are templates that can be used to aggregate data from various sources, such as sales agreements, orders, opportunities, and custom objects. By cloning and using the standard DPE definitions, the administrator can save time and effort in creating the formulas and filters for the new custom metrics. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch, as these options are more complex and require more customization. References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Dimensions and Period Groups, Streamline Forecast Calculations with Data Processing Engine Definitions

NEW QUESTION 82

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks product growth trends
- B. It tracks performance against account manager targets
- C. It tracks inventory utilization for a defined time frame
- D. It tracks account revenue growth against goals
- E. It tracks against product margin targets

Answer: A

Explanation:

The time series projection feature in Tableau CRM for manufacturing is designed to track product growth trends. This functionality utilizes statistical order forecasting predictions generated using time series forecasting models, which include order quantity values and order revenue values with a specified confidence level. By focusing on product growth trends, this feature enables manufacturers to analyze and predict future product performance, facilitating informed decision-making and strategic planning .

NEW QUESTION 84

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 88

Universal Containers is using sales agreements and does not want to bring actual orders data into salesforce. However, they want to use the actual orders data to analyze the effectiveness if their sales agreements. Which actual calculation option in the sales agreement setup must be selected?

- A. Automatically from orders through contracts
- B. Manually Using actual orders API
- C. Automatically from direct orders
- D. Manually using APL upload

Answer: B

Explanation:

Universal Containers does not want to bring actual orders data into Salesforce, but still wants to use the actual orders data to analyze the effectiveness of their sales agreements, they must select the Manually Using actual orders API option in the sales agreement setup. This option allows them to use an API to upload actual order data from an external system into Salesforce and associate it with the sales agreements. This way, they can compare the planned and actual quantities and revenues of each product or product category in the sales agreement. The other options require either creating orders in Salesforce or linking contracts to orders in Salesforce, which Universal Containers does not want to do. References: Choose How Sales Agreement Actuals Are Calculated, Create Orders to Calculate Sales Agreement Actuals

NEW QUESTION 92

A manufacturing cloud user is in the process of adding products to an order that is on active sales agreement. Which status the order be in , to make the addition

- A. Approved
- B. Pending
- C. Active
- D. Draft

Answer: D

Explanation:

o add products to an order that is on an active sales agreement, the order must be in Draft status. Once an order is in Draft status, you can add products from the sales agreement or from the product catalog. You can also edit the order details, such as quantity, price, and discount. After you add the products, you can submit the order for approval. The order status changes to Pending, and the order is locked for editing. The order must be approved before it can be activated. Once the order is activated, the order status changes to Active, and the order is synced with the sales agreement. The order actuals are reflected in the sales agreement actuals. References: Approve and Activate a Sales Agreement, Get Started with Salesforce Order Management

NEW QUESTION 94

A new custom field is created on the Account Product Forecast (APF) Table. Account Managers have already been assigned the standard Manufacturing Account Forecast permission set. Which two actions can be taken to give the Account Managers 'Read' access to this new field?

- A. Clone the standard permission set Manufacturing Account Forecast to a new permission setwith license type Manufacturing Forecast Ps
- B. Grant Read access to the field on the new permission se
- C. Assign the cloned permission set to the Account Managers.
- D. Create a new custom permission set of license type Salesforce'. Grant Read access to the fiel
- E. Assign the newly created permission set to the Account Managers
- F. Give 'Read' access to the field on the standard Manufacturing Account Forecast' permission set.
- G. Clone the standard permission set Account Forecast to a new permission set with license type 'Salesforc
- H. Grant 'Read' access to the field on the new permission se
- I. Assign the cloned permission set to the Account Managers

Answer: AC

Explanation:

= These two actions can be taken to give the Account Managers ??Read?? access to the new custom field on the APF Table. The first action involves cloning the existing permission set that already grants access to the APF Table and its standard fields, and then modifying the cloned permission set to include the new custom field. The second action involves editing the existing permission set directly to add the new custom field. Both actions require the same license type, which is Manufacturing Forecast Psl, to access the APF Table. The other two actions are not valid because they use a different license type, which is Salesforce, that does not support the APF Table. References: = Assign the Permission Set for Advanced Account Forecast Product Category, Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects, Permission Sets and Licenses for Manufacturing Cloud

NEW QUESTION 98

Which Manufacturing Cloud function has an out-of-the-box Submit for Approval quick action?

Sales Agreements

- A. Experience Cloud for Manufacturing
- B. Account Based Forecasting
- C. Order Management
- D. Account Manager Target

Answer: A

Explanation:

Experience Cloud for Manufacturing is a digital platform that enables manufacturers to create personalized and engaging experiences for their customers, partners, and employees. One of the features of Experience Cloud for Manufacturing is the ability to submit sales agreements for approval using a quick action. This quick action allows users to initiate an approval process for a sales agreement record from the Experience Cloud site, without having to switch to the Salesforce app¹². References:
? Experience Cloud for Manufacturing
? Create Automation for Submitting Positions for Approval

NEW QUESTION 103

An Account Manager edits the account and market growth percentage values and triggers a forecast recalculation. When will these new values be used in forecasting the future periods?

- A. When the forecast is calculated for the first time.
- B. When anew forecast is generated for the account.
- C. When the Account Manager is the Account owner.
- D. When account and market growth percentages are used in the forecast formula.

Answer: D

Explanation:

Account and market growth percentages are values that account managers can enter to indicate the expected growth of their account and the market for their products in the upcoming period. These values are used in the forecast formula to calculate the forecast quantity and revenue for future periods. The new values are used in forecasting the future periods only when the account and market growth percentages are part of the forecast formula. If the forecast formula does not include these values, then editing them will not affect the forecast calculation. References: Create Accurate Account Forecasts, Configure Forecast Metrics and Formulas

NEW QUESTION 107

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 108

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 110

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 115

What is the purpose of defining the renewal days for sales agreement

- A. Determines the beginning of the sales agreement
- B. Determines the beginning of the renewal period
- C. Determines the end of the sales agreement
- D. Determines the end of the sales agreement

Answer: B

Explanation:

The renewal days for sales agreement is a setting that defines the number of days before the end date of a sales agreement to mark the beginning of the renewal period. Users can renew a sales agreement only when the renewal period starts. This helps to plan ahead and negotiate better terms for the next sales agreement¹. References: 1: Define Renewal Period for Sales Agreements | Salesforce Help²

NEW QUESTION 117

Which two methods can be used to recalculate payouts after the payout period is closed?

- A. Recalculate payouts due to changed benefits
- B. Renew payouts with benefit charges
- C. Recalculate payouts with no charge in benefits
- D. Receive payouts with charged benefits
- E. Recalculate account benefit charge

Answer: AC

Explanation:

You can recalculate payouts for closed periods in two situations: when the member benefits change due to changed requirements, or when the member submits transactions after the payout period is closed, or there is an error in the payout calculation. In both cases, you need to modify the payout records and run the rebate flow again to recalculate the payouts. The first method is to recalculate payouts due to changed benefits, which means that the benefit structure and terms have changed after the payout was calculated for a period. The second method is to recalculate payouts with no charge in benefits, which means that the benefit structure and terms have not changed, but the transactions or the payout calculation have changed. References: Recalculate Payouts for Closed Periods, Rebate Management

NEW QUESTION 120

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 124

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 129

The service agents at Universal Containers reported that it takes too long to find information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims.

What should the consultant recommend to make the support process easier?

A. Create a custom Case Lightning record page.

B. Enable the Service Console app.

C. Enable the Service Console for Manufacturing app.

Answer: C

Explanation:

? The Service Console for Manufacturing app is a prebuilt app that provides a unified console for customer service representatives (CSRs) to view and manage information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims¹.

? The app also provides features such as a timeline of interactions, contextual alerts, relevant actions, and knowledge articles to help CSRs resolve customer issues and provide proactive service¹.

? The app is designed specifically for the manufacturing industry and integrates with other Manufacturing Cloud features such as Sales Agreements and Account Forecasting².

? The other options are incorrect because they do not provide the same level of functionality and integration as the Service Console for Manufacturing app. Option A would only customize the layout of the Case object, but not the other related objects. Option B would enable the generic Service Console app, which does not have the manufacturing-specific components and data sources.

References:

? Service Console for Manufacturing - Salesforce

? Get Started with Manufacturing Cloud for Service - Salesforce

NEW QUESTION 134

Which two out-of-the-box Manufacturing Actions can be performed in Process Builder and Flow Builder?

A. Clone Sales Agreement

B. Mass Archive Sales Agreement

C. Mass Update Account Forecast

D. Clone Account Forecast

E. Mass Update Sales Agreement

Answer: CE

Explanation:

Manufacturing Actions are custom actions that are available in Process Builder and Flow Builder to automate common tasks related to Manufacturing Cloud objects. Out of the box, there are two Manufacturing Actions that can be performed in Process Builder and Flow Builder: Mass Update Account Forecast and Mass Update Sales Agreement. Mass Update Account Forecast allows you to update multiple account forecasts at once based on a filter criteria. Mass Update Sales Agreement allows you to update multiple sales agreements at once based on a filter criteria. These actions can help you save time and ensure data accuracy by applying bulk changes to your account forecasts and sales agreements. References: Manufacturing Actions | Manufacturing Cloud Developer Guide | Salesforce Developers, Salesforce Manufacturing Cloud Professional Dumps Updated - Dumpsbase, Salesforce Manufacturing-Cloud-Professional Exam Dumps - DumpsMate

NEW QUESTION 135

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 138

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 140

Which two licenses are needed to access the Rebate analytics functionality in Tableau CRM for Manufacturing?

- A. Manufacturing Analytics Plus
- B. Einstein Analytics Plus
- C. Analytics Plus
- D. Rebates Management Add on

Answer: AD

Explanation:

To access the Rebate analytics functionality in Tableau CRM for Manufacturing, you need two licenses: Manufacturing Analytics Plus and Rebates Management Add on. Manufacturing Analytics Plus is a license that enables you to use the Analytics for Manufacturing app, which provides out-of-the-box dashboards and reports for sales agreements, forecasts, targets, and rebates. Rebates Management Add on is a license that enables you to use the Rebate Management feature, which allows you to create and manage custom rebate programs, automate payouts, and review processes. Together, these licenses allow you to perform what-if analysis, monitor program performance, and collaborate with channel partners using Tableau CRM for Manufacturing. References: Rebate Management - Salesforce Help, Salesforce Manufacturing Cloud Rebates What-If | Tableau Exchange, Streamline Channel Sales with an Intelligent Rebate Strategy - Salesforce

NEW QUESTION 145

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 146

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 147

What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

- A. Delete, add, clone and transform journal transactions.
- B. Query, extract, filter and aggregate journal transactions
- C. It includes custom metrics in the transaction journal
- D. It applies the benefit structure and creates payouts

Answer: B

Explanation:

Data Processing Engine (DPE) is a feature of Rebate Management that allows you to transform data that is available in your Salesforce org and write back the transformation results as new or updated records. You can use DPE to process data for standard and custom objects. Rebate Management has DPE templates that you can clone and customize to suit your business needs. The templates either help you to aggregate transactions by different criteria, or help you to manage other rebate processes. The out-of-the-box DPE jobs in Rebate Management use the templates to query, extract, filter and aggregate journal transactions based on the eligibility criteria and calculation definitions of the rebate types. The aggregated data is then stored in the Rebate Member Product Aggregate object, which is used to calculate the payouts for the program members. References: Data Processing Engine in Rebate Management | Salesforce Trailhead Module, Data Processing Engine Templates with Rebate Management - Salesforce, Data Processing Engine | Rebate Management Developer Guide | Salesforce Developers, Data Processing Engine, Batch Management, and Invocable Actions | Rebate Management Developer Guide | Salesforce Developers

NEW QUESTION 151

A consultant implementing Manufacturing Cloud wants to see the actual orders in sales agreements. How should the consultant automate this process?

- A. By selecting one of the options in the Actuals Calculation section on the Sales Agreement Setup page
- B. By importing the quantities using an API on a daily scheduled Job
- C. By manually updating the quantities for every schedule when a sales agreement is active

Answer: A

Explanation:

To automate the process of showing actual orders in sales agreements, the consultant should navigate to the Sales Agreement Setup page and select an option from the Actuals Calculation section. This setup allows for the automatic calculation and display of actual quantities for each schedule when a sales agreement is active, thereby streamlining the process and ensuring the accuracy of data presented in sales agreements

NEW QUESTION 152

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 153

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, Sales Agreement, Sales Agreement

NEW QUESTION 154

The Financial Team at Budget Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate Management. How can an Admin ensure that this requirement is fulfilled?

- A. Validate invoice status in ERP before bringing into Salesforce.
- B. Additional steps are not needed. Only transactions with Status = Paid are included in the Journal.
- C. Create a custom field in Transaction Journal, copy Invoice Status data into custom field, then use as an eligibility condition in Rebate Types
- D. Update Data Processing Engine job to filter out transactions where Invoice status does not Paid

Answer: A

Explanation:

To ensure that rebates are paid out only on invoices that have status paid, an admin can create a custom field in the Transaction Journal object, and copy the invoice status data from the source system into that field. Then, the admin can use that field as an eligibility condition in the Rebate Types, so that only transactions that match the criteria are included in the rebate calculation. This way, the admin can avoid paying rebates on invoices that are not yet paid, or that are canceled, refunded, or disputed. References: [Rebate Management - Salesforce Help], Create and Manage Rebate Types - Salesforce Help, Create and Manage Transaction Journals - Salesforce Help, Create and Manage Data Processing Engine Definitions - Salesforce Help, Rebate Management for Manufacturing Cloud - Salesforce Help

NEW QUESTION 155

During the discovery phase, sales leadership at Universal Containers says that their run rate business is hard to forecast because their customer constantly orders more or fewer engine control units than contractually agreed upon. Which Manufacturing Cloud capability should a consultant recommend for managers to discuss these variances with sales reps and for sales reps to monitor their customers?

- A. Leverage a Data Processing Engine (DPE) job to calculate the forecast deviation.
- B. Use a formula field on the Sales Agreement Product Schedule object to calculate the forecast deviation.
- C. Set up the CRM Analytics template app and leverage embedded dashboards for forecast deviation on the Account page.

Answer: B

Explanation:

The Sales Agreement Product Schedule object is used to track the planned and actual quantities of products that are part of a sales agreement. A formula field on this object can be used to calculate the forecast deviation, which is the difference between the planned and actual quantities. This can help managers and sales reps to monitor the performance of their run rate business and identify any variances from the contractual terms. The formula field can also be used to create reports and dashboards that show the forecast deviation by product, customer, or any other dimension. References: Sales Agreement Product Schedule, Forecast Deviation

NEW QUESTION 160

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