

## Manufacturing-Cloud-Professional Dumps

### 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**

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 needs<sup>1</sup>. 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 values<sup>2</sup>. References: 1: Define Product Dimensions for Rebate Benefits | Salesforce Help<sup>3</sup>, 2: Create Benefits and Activate a Program Unit | Salesforce Trailhead<sup>4</sup>

**NEW QUESTION 5**

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 of their sales agreements. Which Actuals Calculation option in the Sales Agreement Setup must be selected?

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

**Answer:** C

**Explanation:**

you do not want to bring actual orders data into Salesforce, you can use the Actual Orders API to manually calculate the actual quantities for sales agreements. This option allows you to use external data sources to update the actuals in Salesforce without creating orders or contracts. You can also use the Actual Orders API to refresh the actuals calculations for sales agreements for current and future periods1. References: 1: Refresh Actuals Calculation Action | Manufacturing Cloud Developer Guide | Salesforce Developers2

**NEW QUESTION 6**

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 7**

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 8**

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 9**

Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

- A. Leverage the manufacturing experience cloud template to set up a secure site for collaboration
- B. Leverage the salesforce site manufacturing cloud template to set up a secure site for collaboration
- C. Leverage my domain to set up a secure site for collaboration
- D. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration

**Answer:** A

**Explanation:**

Manufacturing Cloud comes with a predefined manufacturing partner template that can help manufacturers collaborate efficiently with their channel partners on sales agreements, forecasts, leads, and opportunities. The manufacturing partner template is a responsive portal that provides partners with access to knowledge articles, dashboards, and reports. Partners can also update products, prices, quantities, and adjustments on sales agreements, as well as view and edit account forecasts. The manufacturing experience cloud template is built on Experience Cloud, which allows you to customize the site with branding, themes, components, and pages. You can also assign user permissions and roles for the site to control the access and visibility of your partners. References: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.com, Simplify Partner Engagement: A Guide for Manufacturers

**NEW QUESTION 10**

Badger Power is using Manufacturing Cloud. Forecasts have been set up and generated for all of their accounts. The forecast formula was recently adusted 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**

When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

- A. No action required, changes are reflected automatically
- B. Update to Assignments
- C. Refresh Assignments
- D. Recalculate Assignments
- E. Propagate to Assignments

**Answer:** C

**Explanation:**

Account Manager Targets is a feature in Manufacturing Cloud that allows businesses to set and track sales goals for their account managers based on product volume, revenue, or any other custom measure. Account managers can create, assign, and edit targets for their team members and monitor their performance against the targets. When a target is changed in Account Manager Targets, the change is not reflected immediately in the assignment values of the team members. To see the updated assignment values, you must perform the Refresh Assignments action on the Assignments tab of the target record. This action recalculates the assignment values based on the new target value and distributes the target among the team members according to the assignment rules. The other actions are not valid for Account Manager Targets. References: Account Manager Targets in Manufacturing Cloud, Learn About Account Manager Targets, Enable Account Manager Targets, Assign an Account Manager Target

**NEW QUESTION 11**

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 13**

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 14**

When is an appropriate time to generate the detailed technical design document when implementing Manufacturing Cloud?

- A. The detailed technical design document is completed after the business requirement document has been generated.
- B. The detailed technical design document should be ready before engaging the business users to gather requirements.
- C. The detailed technical design document should be completed after an organization goes live with Manufacturing Cloud.

**Answer:** A

**Explanation:**

The detailed technical design document is a document that describes the technical specifications and architecture of a solution. It is based on the functional and nonfunctional requirements that are captured in the business requirement document<sup>1</sup>. Therefore, the detailed technical design document should be completed after the business requirement document has been generated, and before the development and testing phases of the project. This ensures that the technical design aligns with the business needs and expectations, and provides a clear roadmap for the implementation team<sup>2</sup>. References: 1: Get Started with the Technical Project Documentation<sup>3</sup>, 2: Documentation and Implementation Diagrams<sup>1</sup>

**NEW QUESTION 17**

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 18**

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 linked 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 last<sup>1</sup>. References:

? Sales Agreements and Forecasting in Manufacturing Cloud

? Set Up and Configure Sales Agreements

**NEW QUESTION 23**

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

performance<sup>1</sup>. References: Considerations for Working with Manufacturing

**NEW QUESTION 27**

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 31**

Universal Containers (UC) wants to implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division. UC would like to see stock parts on a rolling monthly basis, with forecasted revenue and quantity. Engineered-to-order parts are ordered less frequently, so UC would like to see these on a rolling quarterly basis but with the same two metrics.

What should a Manufacturing Cloud consultant recommend for configuring forecasting?

- A. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.
- B. Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.
- C. Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.

**Answer:** A

**Explanation:**

? To configure forecasting in Manufacturing Cloud, UC needs to create and configure forecast sets, which are the primary building blocks for generating forecasts<sup>1</sup>.

? A forecast set contains information such as the forecast period, the forecast fact object, the forecast frequencies, the data processing engine definitions, the forecast dimensions, and the forecast measures<sup>1</sup>.

? UC has two different divisions with different forecasting needs, so they need to create two forecast sets, one for each division<sup>2</sup>.

? Each forecast set needs to have a different period group, which defines the time periods for forecasting. For the stock parts division, UC needs a monthly period group, and for the engineered-to-order parts division, UC needs a quarterly period group<sup>2</sup>.

? Each forecast set also needs to have two forecast metrics, which are the measures that UC wants to forecast. In this case, UC wants to forecast revenue and quantity for both divisions<sup>2</sup>.

? The other options are incorrect because they do not match the requirements of UC. Option B would create only one forecast set, which would not allow UC to differentiate between the two divisions. Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.

References:

? Create and Configure Forecast Sets - Salesforce

? Configure Forecast Sets Unit | Salesforce Trailhead

**NEW QUESTION 35**

Badger Power wants to have a complete picture of both their run-rate and net-new business.

Which two Manufacturing Cloud functions should be configured?

- A. Account Based Forecasting
- B. Opportunity Funnel
- C. Sales Agreements
- D. Collaborative Forecast
- E. Product Forecast

**Answer:** AC

**Explanation:**

Account Based Forecasting and Sales Agreements are two Manufacturing Cloud functions that should be configured to have a complete picture of both run-rate and net-new business. Account Based Forecasting allows you to forecast your sales revenue based on the account level, rather than the opportunity level. This gives you more visibility into the demand from your existing customers, as well as the potential from new customers. Sales Agreements allow you to manage the sales lifecycle of your long-term contracts with customers, including pricing, volumes, and order realization. This helps you to track and fulfill your run-rate business, as well as to identify and capture new business opportunities within your agreements. References: Forecast Your Run-Rate and New Business with Account-Based Forecasting - Salesforce Help, [Create and Work with Sales Agreements - Salesforce Help]

**NEW QUESTION 38**

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 endpoint<sup>12</sup>. References: Apex

Developer Guide: Making HTTP Callouts, Apex Developer Guide: Remote Site Settings

**NEW QUESTION 39**

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 42**

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 million<sup>1</sup>. 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 space<sup>2</sup>.  
? 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 forecast<sup>2</sup>.  
References: View the Defined Limits, Percentage of Limit Used, and Usage Details for Account Forecasts, Define Account Forecast Settings Unit | Salesforce Trailhead

**NEW QUESTION 46**

An organization is looking to support channel partners but has yet to onboard them digitally. The organization would like to work closely with its partners to plan their work and support them by providing functionality, insights, and data. What should the organization do to fill this gap?

- A. Add a timeline to the Experience Cloud
- B. Leveraging Partner Visit Management functionality
- C. Allow them to submit claims against warranty coverage

**Answer: B**

**Explanation:**

The organization should leverage Partner Visit Management functionality to fill the gap. Partner Visit Management is a feature of Salesforce Manufacturing Cloud that enables manufacturers to collaborate with their channel partners on sales and service activities. With Partner Visit Management, manufacturers can create and assign visit plans to their partners, track their progress and performance, and provide feedback and coaching. Partners can access the visit plans through the Manufacturing partner site, which is a predefined template for Experience Cloud sites. The Manufacturing partner site also allows partners to view and update sales agreements, forecasts, and account information, as well as access resources and training materials. By using Partner Visit Management and the Manufacturing partner site, the organization can support its channel partners by providing functionality, insights, and data, as well as working closely with them to plan their work. References:  
? Engage with Your Partners - Salesforce  
? What Is Manufacturing Cloud? - Salesforce  
? Elevate Partner Management - Salesforce  
? Simplify Partner Engagement: A Guide for Manufacturers - Salesforce

**NEW QUESTION 49**

Which two permission sets will allow an Admin to set up Tableau CRM for Manufacturing?

- A. Manufacturing Einstein Admin
- B. Tableau CRM Plus Admin
- C. Manufacturing Analytics Admin
- D. Einstein Analytics Plus User
- E. Manage Analytics

**Answer: AC**

**Explanation:**

To set up Tableau CRM for Manufacturing, an Admin needs to have the Manufacturing Einstein Admin permission set and the Manufacturing Analytics Admin

permission set. The Manufacturing Einstein Admin permission set grants access to the Manufacturing Einstein features, such as Account Forecasting and Account Manager Targets. The Manufacturing Analytics Admin permission set grants access to the Manufacturing Analytics app and its dashboards, such as Sales Agreement Performance and Account Health<sup>1</sup>. The other permission sets are not specific to Manufacturing Cloud and do not provide the necessary access to set up Tableau CRM for Manufacturing. References: 1: Set Up Users and Permissions for Manufacturing Cloud<sup>2</sup>

**NEW QUESTION 54**

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 59**

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 62**

An administrator at Universal Containers is concerned about increased data corruption and wants to maintain data integrity in Manufacturing Cloud.

What should the administrator do to reduce data corruption and maintain data sanctity?

- A. Update the non-System Administrator user profiles, giving them the View All and Modify All data permissions on the Sales Agreement object.
- B. Clone the standard Manufacturing Sales Agreements permission set, deselect the mass update for Sales Agreements, and assign the cloned permission set to all non-System Administrator users.
- C. Edit the standard Manufacturing Sales Agreements permission set, deselect the mass update for Sales Agreements, and assign the permission set to all non-System Administrator users.

**Answer:** B

**Explanation:**

To maintain data integrity in Manufacturing Cloud, the administrator should limit the mass update capability for Sales Agreements to only System Administrators. This will prevent accidental or malicious changes to the Sales Agreement data by other users. To do this, the administrator can clone the standard Manufacturing Sales Agreements permission set, which grants access to the Sales Agreement object and related fields. Then, the administrator can deselect the mass update for Sales Agreements permission in the cloned permission set, and assign it to all non-System Administrator users. This way, only System Administrators can perform mass updates on Sales Agreements, while other users can still view and edit individual records. References: Sales Agreement Permissions, Mass Update Sales Agreements

**NEW QUESTION 65**

Which three permission set are available with Manufacturing Cloud?

- A. Manufacturing Price Book
- B. Manufacturing Account Forecast
- C. Manufacturing Sales Agreements
- D. Manufacturing Sales Orders
- E. Manufacturing Account Manager Target

**Answer:** BCE

**Explanation:**

Manufacturing Cloud provides three permission sets related to Sales Agreements, Account Forecasting, and Account Manager Targets. These permission sets give users access to the features and data models that are specific to the manufacturing industry. The permission sets are:

? Manufacturing Account Forecast: This permission set lets users track account forecasts for quantity and revenue metrics of products. Users can view and edit the Account Product Forecast and Account Product Period Forecast objects, as well as the related objects such as Account, Product, and Sales Agreement.

? Manufacturing Sales Agreements: This permission set gives users access to sales agreements that work with orders, contracts, and more. Users can view and edit the Sales Agreement and Sales Agreement Line Item objects, as well as the related objects such as Account, Product, and Order.

? Manufacturing Account Manager Target: This permission set gives users access to Account Manager Target features that include creating, assigning, and



distributing targets. Users can view and edit the Account Manager Target and Account Manager Target Line Item objects, as well as the related objects such as Account, Product, and Sales Agreement.

References: Assign the Manufacturing Permission Sets to Users, Set Up Users and Permissions for Manufacturing Cloud

**NEW QUESTION 67**

What is the recommended way to calculate an Account Based Forecast for the next 13 months in the formula builder?

- A. Create a two-part validation rule for periods 1-12 and period 13.
- B. Create separate formulas for periods 1-12 and period 13.
- C. Create a two-part formula for periods 1-12 and period 13.
- D. Create an approval process for periods 1-12 and period 13.
- E. Create 13 separate formulas.

**Answer:** B

**Explanation:**

According to the Salesforce Manufacturing Cloud documentation, you can use the Formula Builder on the Account Forecasting page in Setup to create formulas for forecast calculations. You can define your own formulas for quantity and revenue based on sales agreements, orders, opportunities, and account metrics. You can create either a single formula for all periods, or multiple formulas for different period ranges. If the forecast display period is 12 months, you can create up to 12 formulas. However, if you want to calculate an account based forecast for the next 13 months, you need to create separate formulas for periods 1-12 and period 13, because the Formula Builder does not support more than 12 periods in a single formula. This way, you can ensure that the forecast calculations are accurate and consistent for each month. References: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

**NEW QUESTION 68**

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 71**

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 metrics<sup>1</sup>. Action Plans allow sales managers to create lists of tasks and associated assessment indicators that are commonly repeated across multiple visits<sup>2</sup>. 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 actions<sup>3</sup>. 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 metrics<sup>4</sup>. 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 74**

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 76**

The Analytics for Manufacturing app has the following three modules: Sales Agreements, Account Based Forecasts, and Account Manager Targets. Which installation setup option is available for the administrator in the selection of modules?

- A. The administrator must select all three modules for the app to be installed.
- B. The administrator cannot change the default selection of modules.
- C. The administrator can choose any combination of modules based on the business need.

**Answer: C**

**Explanation:**

The Analytics for Manufacturing app is a prebuilt app that provides dashboards and insights for manufacturing account managers. The app has three modules: Sales Agreements, Account Based Forecasts, and Account Manager Targets. Each module has its own dataflow, template, and dashboard. The administrator can choose any combination of modules based on the business need and data availability. For example, if the administrator only wants to analyze sales agreements and account forecasts, they can select only those two modules and exclude the account manager targets module. The app creation process will only include the dataflows and templates for the selected modules. The administrator can also add or remove modules later by editing the app<sup>1</sup>. References: Create and Share an App from the Analytics for Manufacturing Template

**NEW QUESTION 80**

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 85**

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 88**

Which data load sequence should be followed when loading data into Sales agreement?

- A. Sales Agreement
- B. Sales Agreement Product
- C. Sales Agreement Product schedule

**Answer: ABC**

**Explanation:**

n: A sales agreement is a contract between a manufacturer and a customer that specifies the terms and conditions of a long-term sales relationship. A sales agreement consists of a sales agreement record and one or more sales agreement products. A sales agreement product is a line item that represents a product or a product category that the customer agrees to purchase over a period of time. A sales agreement product schedule is a subcomponent of a sales agreement product that defines the quantity and revenue expectations for each time period within the sales agreement term. To load data into sales agreements, you must

follow the correct data load sequence to ensure data integrity and avoid errors. The data load sequence is as follows:

? First, load the sales agreement records, which contain the basic information about the sales agreement, such as name, account, start date, end date, status, and so on.

? Second, load the sales agreement products, which are related to the sales agreement records by the Sales Agreement ID field. Each sales agreement product must have a valid product or product category, name, initial planned quantity, and price book entry.

? Third, load the sales agreement product schedules, which are related to the sales agreement products by the Sales Agreement Product ID field. Each sales agreement product schedule must have a valid period, quantity, and revenue. References: Sales Agreement, Sales Agreement Product, Sales Agreement Product Schedule, Data Load Sequence for Manufacturing Cloud

#### NEW QUESTION 91

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- A. Update the forecast start period
- B. Update the forecast adjustment period
- C. Update the forecast formula
- D. Update the forecast frequency
- E. Update the forecast display duration

**Answer:** ABC

#### Explanation:

On the Forecast settings page within Salesforce Manufacturing Cloud, actions such as updating the forecast start period, forecast adjustment period, and forecast formula will trigger the regeneration of all the eligible accounts that meet the forecast generation criteria. These updates necessitate a re-evaluation of forecast data to ensure that the forecasts remain accurate and reflective of the latest business conditions and settings. This regeneration process is integral to maintaining the integrity and relevance of forecast data, facilitating effective planning and decision-making based on the most current information .

#### NEW QUESTION 95

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 on<sup>1</sup>. Enabling custom metrics and allowing account reps to add agreement terms are not the first steps, as they require metric groups to be enabled first<sup>23</sup>. References: 1: Create Metric Groups for Sales Agreements<sup>4</sup>, 2: Map Custom Fields of Sales Agreement Products and Schedules, 3: Select Metrics to Display in Agreement Terms.

#### NEW QUESTION 97

An administrator has updated the team member hierarchy type from Forecasts hierarchy to Manager hierarchy on the account manager target.

What will happen to existing targets?

- A. All access to existing targets will be deleted.
- B. Status for all existing targets will become Read-only.
- C. Status for all existing targets will become Draft.

**Answer:** B

#### Explanation:

When an administrator changes the team member hierarchy type for account manager targets, the existing targets are affected by this change. The status of all existing targets becomes read-only, which means that they cannot be edited or deleted. This is to prevent any inconsistency or data loss due to the change in hierarchy. The new hierarchy type will apply only to the new targets that are created after the change. References: Choose Team Member Hierarchy for Account Manager Targets

#### NEW QUESTION 98

Which dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts?

- A. Customers Health
- B. Sales Agreement Insights
- C. White Space Analysis
- D. Account Insights
- E. Accounts Health

**Answer:** E

#### Explanation:

The Accounts Health dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts. Revenue realization is the actual revenue as a percentage of planned revenue. Length of relationship is the duration between today and the start date of the first sales agreement with an account. Customer lifetime value is the total of revenue generated to date and revenue anticipated from the account. These metrics help the user to assess the performance and potential of each account and identify opportunities for growth or retention. References: Calculate Key Performance Indicators Using CRM Analytics, Calculating Customer Lifetime Value (CLV) With Salesforce, How to calculate customer lifetime value

#### NEW QUESTION 100

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 app<sup>12</sup>. References:

? Experience Cloud for Manufacturing

? Create Automation for Submitting Positions for Approval

**NEW QUESTION 105**

An organization does not have Account Forecasting Model set up. Based on the analysis it has done, the organization has agreed to set up Account Forecasting from 1 Jan 2024 for a period of 18 months. The current period is Feb 2024.

Which values will need to be set up for the start period?

- A. 18
- B. 2
- C. 18
- D. 2
- E. 1

**Answer:** B

**Explanation:**

? The start period is the number of periods before or after the current period that the forecast generation starts from<sup>1</sup>.

? To generate forecasts from a future period, a positive start period offset is required<sup>2</sup>.

? Since the current period is Feb 2024 and the organization wants to start forecasting from Jan 2024, the start period offset is 2 (Jan 2024 is two periods before Feb 2024).

? The other options are incorrect because they do not match the desired start period for the organization.

References:

? Configure Account Forecasts - Salesforce

? Considerations for Advanced Account Forecasting - Salesforce

**NEW QUESTION 106**

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 109**

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 security<sup>1</sup>. References: Data Required to Create the Analytics for Manufacturing App, Set Up Analytics for Manufacturing, Deploy CRM Analytics for Manufacturing.

**NEW QUESTION 111**

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 package<sup>12</sup>. 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 granularity<sup>1</sup>. References: Manage Products and Categories in a Sales Agreement, Configure Product Hierarchies Unit

**NEW QUESTION 114**

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 116**

A regional sales manager for Universal Containers would like to forecast at the product hierarchy level.

How should the system administrator set up Advanced Account Forecasting?

- A. Configure the forecast set on the Advanced Account Forecasting Setup page.
- B. Configure the forecast context field from Account Id to Product Category.
- C. Create a flow to modify the Advanced Account Forecasting to support the product hierarchy.

**Answer: C**

**Explanation:**

To forecast at the product hierarchy level, the system administrator needs to create a flow that modifies the Advanced Account Forecasting to include the product category as a custom dimension. The product category is a field on the product object that defines the hierarchy of products. By adding the product category as a custom dimension, the system administrator can enable the regional sales manager to view and adjust forecasts based on different product categories. The flow should use the Data Processing Engine to aggregate data from orders, opportunities, sales agreements, and other custom objects by product category, and then use the Calculate Advanced Account Forecast and Update Advanced Account Forecast Set Partner invocable actions to generate the forecasts. The flow should also assign the appropriate forecast set to the regional sales manager based on their role and region. References: Create Holistic Forecasts with Advanced Account Forecasting, Example: Generate Forecasts Across Multiple Regions with Advanced Account Forecasting, Calculate Account Forecasts Using Flows

**NEW QUESTION 119**

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 Claims<sup>1</sup>.

? 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 service<sup>1</sup>.

? The app is designed specifically for the manufacturing industry and integrates with other Manufacturing Cloud features such as Sales Agreements and Account Forecasting<sup>2</sup>.

? 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 123**

Universal Chemicals (UC) is selling liquid chemicals to Its Business to Business (B2B) customers based on delivery contracts that are represented as sales agreements in Manufacturing Cloud. UC's chemicals are shipped in various tank sizes. UC has requested to show the agreed and delivered volume on each schedule and in the actual figures so that the forecast can be made on the agreed, ordered, and delivered volume of liquids. What should a Manufacturing Cloud consultant recommend to meet this requirement?

- A. Create custom fields to store the volume, create a Metric Mapping, and then add the metric to the Agreement Terms.
- B. Create custom fields for volume and total volume, and a before save flow to calculate the total volume. Add a Metric Mapping to display the metrics on the sales agreements.
- C. Create a custom field to store the volume and a formula field to multiply the volume by the quantity to show the total volume.
- D. Add the metric to the Agreement Terms to display the metrics on the sales agreements.

**Answer: B**

**Explanation:**

To accommodate Universal Chemicals' requirement to show agreed and delivered volume on each schedule and in actual figures for their liquid chemicals, a Manufacturing Cloud consultant should recommend creating custom fields for volume and total volume on the sales agreement objects. Additionally, a before save flow can be used to calculate the total volume based on these fields. Metric Mapping can then be utilized to display these metrics on the sales agreements, allowing for a comprehensive view of agreed, ordered, and delivered volumes, which is essential for accurate forecasting and management of liquid chemicals in various tank sizes.

**NEW QUESTION 127**

Which two key performance indicators can be calculated on the Forecast Analysis dashboard in Tableau CRM for Manufacturing?

- A. Average Price
- B. Days Remaining
- C. Mean absolute percentage error in the forecast
- D. Actual vs Forecasted Revenue
- E. Actual vs Planned Revenue

**Answer: CD**

**Explanation:**

The Forecast Analysis dashboard in Tableau CRM for Manufacturing is a tool that helps business analysts evaluate the accuracy and quality of the account forecasts generated by the Manufacturing Cloud. It allows them to compare the actual revenue with the forecasted revenue, as well as the planned revenue, for each account, product, and product category. It also shows the mean absolute percentage error (MAPE) in the forecast, which is a measure of how close the forecast is to the actual revenue. The lower the MAPE, the better the forecast. The dashboard also provides other metrics, such as forecast bias, forecast coverage, and forecast attainment, to help analysts identify areas of improvement and optimize the forecasting process<sup>1</sup>. References: Protect and Grow Your Business Unit, Forecast Analysis Dashboard, How Forecasting Works in Tableau

**NEW QUESTION 130**

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 period<sup>1</sup>. The default limit is 9 million records, but it can be changed by the admin<sup>2</sup>. 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 forecasts<sup>2</sup>. 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 132**

An organization wants to provide flexibility to account managers and partner users concerning managing sales agreements. The organization has observed several requests from account managers to remove sales agreements they have inadvertently created and would like the account managers to do this themselves. What should the organization do to accomplish this?

- A. Give them the Delete Sales Agreements profile
- B. Give them the Delete Sales Agreements permission
- C. Give them the Remove Sales Agreement permission

**Answer: B**

**Explanation:**

To delete a sales agreement, the user must have the Delete Sales Agreements permission, which is included in the Manufacturing Sales Agreement Manager permission set. This permission allows the user to delete an active, approved, canceled, or expired sales agreement, as long as it does not have any active orders associated with it. Giving the user the Delete Sales Agreements profile or the Remove Sales Agreement permission will not enable them to delete sales agreements, as these are not valid options in Salesforce Manufacturing Cloud. References: Delete a Sales Agreement, Assign the Manufacturing Permission Sets to Users.

**NEW QUESTION 134**

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 agreements<sup>1</sup>. Sales Agreement features are available on mobile devices, and approvals can be done via the mobile app or email<sup>2</sup>. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is not required, but it is recommended for better performance<sup>3</sup>. References: Automated Testing with the Salesforce Mobile App & Appium, Sales Agreement Management, Online Testing Cloud for Salesforce Websites

**NEW QUESTION 139**

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 140**

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 142**

Universal Containers wants to make run-rate business more predictable within Manufacturing Cloud. Which standard feature serves as a starting point to manage this?

- A. Opportunity or Sales Agreements
- B. Sales Agreements
- C. Opportunity

**Answer:** B

**Explanation:**

n: Sales Agreements are the standard feature in Manufacturing Cloud that allow users to track and manage their run-rate or long-term negotiated business. Sales Agreements unify the data from ERP and order management systems with the contract terms, including planned volumes and revenues, so that both operations and account teams can have a 360-degree view of the customer. Sales Agreements also enable users to forecast their run-rate business more accurately and efficiently by using account-based forecasting. Opportunities are used to track new business or one-off business, not run-rate business. Opportunity or Sales Agreements is not a valid option, as they are two different features. References: What Is Manufacturing Cloud?, Forecast Your Run-Rate and New Business with Account-Based Forecasting, Salesforce Launches Manufacturing Cloud—Aligning Sales and Operations to Deliver More Transparent and Predictable Business Outcomes, Salesforce Blog: Manufacturing Cloud

**NEW QUESTION 146**

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 149**

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 154**

An Account Manager at Badger Power wants to renew their current Sales Agreement. When can the Sales Agreement renewal occur?

- A. Only when the new fiscal period starts.
- B. Only when the renewal period ends.
- C. Only when the renewal period starts.
- D. Only when the sales agreement recalculates.
- E. Only when the sales agreement regenerates.

**Answer:** C

**Explanation:**

Salesforce Manufacturing Cloud allows users to define the renewal period for sales agreements in their org. The renewal period is the number of days before the end date of a sales agreement from when users can renew the agreement. Users can renew a sales agreement only when the renewal period starts. The other options are not related to the renewal of sales agreements. References: Define Renewal Period for Sales Agreements

**NEW QUESTION 158**

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 160**

What out-of-the-box Manufacturing Cloud function can be used to notify users if automated processes fail?

- A. Automated Processes Status report
- B. Automated Processes Notifications
- C. Email Notifications
- D. Manufacturing Cloud Home Page Notifications related

**Answer:** C

**Explanation:**

Email notifications are an out-of-the-box Manufacturing Cloud function that can be used to notify users if automated processes fail. Automated processes are workflows, processes, or Apex triggers that update records based on certain criteria or events. If an automated process fails, Salesforce sends an email to either the admin who last modified the associated flow or the Apex exception email recipients. The email includes the data that's involved in the process or flow,



including user-entered data, and the error message that caused the failure. You can configure the email recipients and the email content in the Process Automation Settings page in Setup. References: = Select Flow and Process Error Email Recipients, Troubleshoot Flow Errors

**NEW QUESTION 161**

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 documentation<sup>1</sup>, 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 164**

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 least 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 169**

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