

Salesforce.Manufacturing Cloud Accredited Professional.by.Manie.98q

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Exam Code: Manufacturing Cloud Accredited Professional

Exam Name: Manufacturing Cloud Accredited Professional



Exam A

QUESTION 1

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

Correct Answer: C, D

Section:

Explanation:

The 'Delete sales agreement' profile permission allows users to delete sales agreements that are not active. Only users with this permission will see the 'Delete' option on the sales agreement record header. Account owners or other users without this permission cannot delete sales agreements, regardless of their status. Sales agreements with any status, including active ones, can be deleted by users with this permission, unless they have associated products.

Reference:

Set Up and Configure Sales Agreements

Delete a Sales Agreement



QUESTION 2

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

Correct Answer: A, B

Section:

Explanation:

According to the Salesforce Manufacturing Cloud Learning documents, the maximum limit defined for the Account Product Period Forecast object records is 9 million¹. If the org reaches this limit, new products cannot be added to account forecasts, and new products are not added when recalculating a single account forecast or recalculating all account forecasts². This means that the account forecasts will not reflect the latest product information and may become inaccurate or incomplete. Therefore, statements A and B are true, while statements C and D are false.

View the Data Volume Usage, Defined Limits, and the Percentage of Limit Used for Account Product Period Forecast Records

Considerations for Account Forecasting

QUESTION 3

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

Correct Answer: B

Section:

Explanation:

Claim is a standard object that captures the information about a warranty claim submitted by a partner or a distributor. It includes fields such as Type, Reason, Account, Status, and Resolution. Claim is the parent object of Claim Item, which captures the information about the individual products or services involved in the claim. Claim is also related to Claim Participant, which captures the information about the parties involved in the claim, such as the claimant, the manufacturer, the service provider, etc. Reference: [Claim], [Claim Item], [Claim Participant]

QUESTION 4

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.

Correct Answer: A

Section:

Explanation:

A Data Processing Engine (DPE) job is a Manufacturing Cloud feature that allows users to perform complex calculations on large data sets and store the results in custom objects. One of the use cases for DPE jobs is to calculate the forecast deviation, which is the difference between the planned and actual sales for a given period. By using a DPE job, users can compare the sales agreement quantities with the order quantities and generate a forecast deviation metric that can be used for reporting and analysis. This can help sales managers and reps to identify and address any variances in customer demand and adjust their sales strategies accordingly.

QUESTION 5

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

Correct Answer: B

Section:

Explanation:

Partner Visit Management is a Manufacturing Cloud feature that helps users to plan, execute, and track their visits to channel partners, such as dealers and distributors. Users can create visit plans that define the objectives, agenda, and tasks for each visit, and assign them to partner account teams. Users can also log visit reports that capture the outcomes, feedback, and follow-up actions from each visit. This can help users to work closely with their partners, monitor their performance, provide support, and drive partner engagement

QUESTION 6

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

Correct Answer: B

Section:

Explanation:

To allow account managers and partner users to delete sales agreements, the organization should give them the Delete Sales Agreements permission. This permission enables users to delete sales agreements that are in draft or canceled status. Users cannot delete sales agreements that are in submitted, approved, or active status. The Delete Sales Agreements permission is not a profile, but a permission set that can be assigned to users or groups of users. The Remove Sales Agreement permission does not exist in Manufacturing Cloud. Reference: Delete a Sales Agreement - Salesforce: Set Up Users and Permissions for Manufacturing Cloud - Salesforce

QUESTION 7

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

Correct Answer: C

Section:

Explanation:

To meet the business requirements of forecasting by product material for each distribution partner, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This dimension can store the material attribute of each product and allow the users to filter and group the forecast data by material. The administrator should also clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics. The DPE definitions are the logic that transforms the source data into the forecast data. By cloning the standard definitions, the administrator can leverage the existing logic and modify it to include the custom Material dimension. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch. Reference: Create Custom Dimensions for Account-Based Forecasting - Salesforce: Create Custom Metrics for Account-Based Forecasting - Salesforce: Data Processing Engine (DPE) Definitions for Account-Based Forecasting - Salesforce

QUESTION 8

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.

Correct Answer: A

Section:

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 Custom Metric Mapping tool. However, only number, percent, and currency field types are supported for mapping. You cannot use formula or value field types for this purpose. Reference: Custom Metric Mapping, Create Custom Metrics for Agreement Terms

QUESTION 9

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%.

Correct Answer: B

Section:

Explanation:

Account Based Forecasting allows you to forecast your revenue based on the market growth and the account growth. The market growth is the expected increase or decrease in the market demand for your products or services. The account growth is the expected increase or decrease in your share of the market. To achieve a target growth of 10% when the market growth is 5%, you need to set the account growth to 5%, which means you expect to gain 5% more market share. Updating the account forecast or the market growth will not reflect the correct scenario. Reference: Account Based Forecasting, Forecast Revenue with Account Based Forecasting

QUESTION 10

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

Correct Answer: C, E

Section:

Explanation:

Out-of-the-box Manufacturing Actions are predefined actions that you can use in Process Builder and Flow Builder to automate common tasks related to Manufacturing Cloud. There are two out-of-the-box Manufacturing Actions that can be performed in Process Builder and Flow Builder:

Mass Update Account Forecast: This action allows you to update multiple account forecasts at once based on specified criteria. You can use this action to change the status, target, or owner of account forecasts in bulk1.

Mass Update Sales Agreement: This action allows you to update multiple sales agreements at once based on specified criteria. You can use this action to change the status, owner, or period group of sales agreements in bulk2. Reference: Mass Update Account Forecasts, Mass Update Sales Agreements

QUESTION 11

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

Correct Answer: C

Section:

Explanation:

Email Notifications are the out-of-the-box Manufacturing Cloud function that can be used to notify users if automated processes fail. You can configure the email recipients for flow and process errors in the Process Automation Settings page. By default, the email notifications are sent to the admin who last modified the flow or process, but you can also add additional users or groups to receive the error emails3. The email notifications contain detailed information about the error, such as the flow or process name, the record ID, the element name, and the error message4. Reference: Select Flow and Process Error Email Recipients, Troubleshoot Flow Errors

QUESTION 12

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

Correct Answer: C, D

Section:

Explanation:

Experience Cloud is a recommended option to collaborate with channel partners in Manufacturing Cloud because it allows you to create a responsive portal where your partners can access knowledge articles, collaborate on sales agreements and advanced account forecasts, and manage leads to improve sales and revenue. Partners can get visibility into sales agreement negotiations, share leads, work on forwarded opportunities, and view and update account forecasts. Experience Cloud also enables you to assign user permissions, customize the site branding and layout, and integrate with other Salesforce features and apps.

QUESTION 13

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.

Correct Answer: C, E

Section:

Explanation:

Invalid team assignments are the target assignments that become invalid when the assigned team member is no longer part of the team member hierarchy. The visibility of invalid team assignments depends on the following factors:

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 the team members who are assigned to the target, regardless of the owner of the target¹.

Invalid target assignments can be seen in the Invalid Target Assignments report. This report shows the invalid assignments for all the targets that you have access to, based on your role and sharing settings².

QUESTION 14

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

Correct Answer: C, D

Section:

Explanation:

Manufacturing Cloud provides two list views by default to filter account manager targets by the assigned user. The list views are:

Assigned by Me: This list view shows all the account manager targets that you have created and assigned to other users³.

Assigned to Me: This list view shows all the account manager targets that have been assigned to you by other users³.

QUESTION 15

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.

Correct Answer: C

Section:

Explanation:

When multiple active sales agreements exist for the same product and account, the order can be linked to the sales agreement based on custom logic defined by the admin. The custom logic can use any field on the sales agreement or the order to determine the match. For example, the custom logic can use the start and end dates of the sales agreement, the order date, the product category, or any other criteria. This way, the order can be linked to the most relevant sales agreement for the account and product. Reference: Sales Agreement, Set Up and Configure Sales Agreements

QUESTION 16

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

Correct Answer: C

Section:

Explanation:

If the actual orders data is not stored in Salesforce, the admin can use the Actual Orders API to manually upload the data from an external source. The Actual Orders API allows the admin to create, update, or delete actual orders records that are linked to sales agreements. The actual orders data can then be used to calculate the actual values of the sales agreements, such as actual quantity, actual revenue, and actual margin. The actual values can also be compared with the planned values to measure the performance of the sales agreements. Reference: Set Up and Configure Sales Agreements, [ActualOrder]

QUESTION 17

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

Correct Answer: A, C

Section:

Explanation:

Sales agreements in Manufacturing Cloud have several out-of-the-box actions that can be performed by users to manage the lifecycle of an agreement. Two of these actions are:

Recalculate Actuals: This action updates the actuals on the sales agreement based on the orders and invoices associated with it. It also recalculates the compliance metrics and the forecasted revenue and quantity. This action can be performed manually by users or automatically by a scheduled job.

Mass Update: This action allows users to update multiple sales agreement lines at once. Users can select the lines they want to update and then choose the fields and values they want to change. This action can save time and effort when users need to make bulk changes to the sales agreement lines.

QUESTION 18

In Tableau CRM for manufacturing which security predicate ManagerId

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

Correct Answer: E

Section:

Explanation:

Tableau CRM for Manufacturing is a set of prebuilt dashboards and datasets that provide insights into sales performance, account health, and sales agreement compliance. To ensure that users only see the data they are authorized to access, Tableau CRM for Manufacturing uses security predicates to filter the data based on the user's profile and permissions. One of these security predicates is:

Use Manager Hierarchy: This predicate filters the data based on the user's position in the manager hierarchy. Users can only see the data for themselves and the users below them in the hierarchy. This predicate uses the `ManagerId` field on the User object to determine the hierarchy.

QUESTION 19

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

Correct Answer: A, B, C

Section:

Explanation:

When loading data into Sales Agreement, the recommended sequence is to load the Sales Agreement object first, then the Sales Agreement Product object, and finally the Sales Agreement Product Schedule object. This sequence ensures that the data is loaded correctly and the relationships between the objects are maintained. Reference: Salesforce Help: Load Data into Sales Agreement, Salesforce Trailhead: Create Sales Agreements

QUESTION 20

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 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

Correct Answer: B

Section:

Explanation:

If Universal Containers does not want to bring actual orders data into Salesforce, they can use the actual orders API to import the data from external systems and use it to calculate the actual values of orders in sales agreements. This option allows them to analyze the effectiveness of their sales agreements without storing the orders data in Salesforce. Reference:

Choose How Sales Agreement Actuals Are Calculated

Sales Agreement Actuals API

QUESTION 21

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

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

Correct Answer: C

Section:

Explanation:

There is no defined limit on the number of sales agreements that can be activated for the same period, containing the same products and linked to the same account. However, having multiple active sales agreements for the same account and products can cause confusion and inconsistency in forecasting and reporting. Therefore, it is recommended to use one sales agreement per account and product combination for a given period, unless there is a valid business reason to do otherwise. Reference:

Activate a Sales Agreement

Sales Agreements and Forecasting in Manufacturing Cloud

QUESTION 22

Which two statements are correct about sales agreement cloning?

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



Correct Answer: A, B

Section:

Explanation:

Sales agreement cloning is a feature that allows the user to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for the same or different accounts. When the user clones a sales agreement, the following statements are correct:

The product details are copied over from the original sales agreement. This includes the product name, category, quantity, price, and discount percentage. The user can edit these details as needed in the new sales agreement.

The new sales agreement is created in draft status. This means that the new sales agreement is not yet active and does not affect the account forecast or the sales agreement performance. The user can review and modify the new sales agreement before submitting it for approval and activation. The other statements are not correct, as they do not reflect the sales agreement cloning behavior. When the user clones a sales agreement, the following statements are false:

The default start date of the new sales agreement is equal to the start date of the original sales agreement. This is not true, as the default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The user can change the start date as needed in the new sales agreement.

The new sales agreement is created in activated status. This is not true, as the new sales agreement is created in draft status, not activated status. The user needs to submit the new sales agreement for approval and activation before it becomes effective and impacts the account forecast and the sales agreement performance.

The agreement term details are copied over from the original sales agreement. This is not true, as the agreement term details are not copied over from the original sales agreement. The agreement term details are the periods and metrics that define the sales agreement performance and forecast. The user needs to create and configure the agreement term details for the new sales agreement separately. Reference: Clone a Sales Agreement, Sales Agreement Fields

QUESTION 23

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

- A. Replace with
- B. Decrease by
- C. Update with

- D. Multiple by
- E. Increase by

Correct Answer: A, B, E

Section:

Explanation:

The mass update feature allows the user to update multiple values of a single metric of a sales agreement terms tab at once. This can save time and effort when making changes to the sales agreement performance or forecast data. The user can select one or more periods and one metric, and then choose one of the following actions to apply to the selected values:

Replace with: This action replaces the selected values with a new value that the user enters. For example, the user can replace the forecast quantity of 100 units with 120 units for the selected periods.

Decrease by: This action decreases the selected values by a percentage or an absolute amount that the user enters. For example, the user can decrease the forecast quantity by 10% or by 20 units for the selected periods.

Increase by: This action increases the selected values by a percentage or an absolute amount that the user enters. For example, the user can increase the forecast quantity by 15% or by 30 units for the selected periods. The other options are not valid actions for the mass update feature. There is no action called Update with or Multiple by in the mass update feature. The user can only use the actions that are available in the dropdown menu of the mass update feature. Reference: [Mass Update Multiple Values of a Single Metric], [Sales Agreement Term Fields]

QUESTION 24

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

Correct Answer: B, C

Section:

Explanation:

According to the Salesforce Manufacturing Cloud Learning documents, when you select a list view for account forecasts, you can share it with a group of users or with specific account owners. This allows the account managers to generate forecasts based on the data in the selected list view.

Set Up Users and Permissions for Manufacturing Cloud

Create and Edit Permission Set List Views

Edit Permission Sets from a List View

Edit Multiple Profiles with Profile List Views

QUESTION 25

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.

Correct Answer: B

Section:

Explanation:

To create a new custom metric on the account product period forecast component, an admin needs to follow these steps:

Create a custom field on the Account Product Period Forecast object, which stores the forecast data for each product and period combination. The data type of the field should be currency, number, decimal, or percentage.

Create a custom field on the Account Product Forecast object, which stores the forecast data for each product. The data type of the field should be the same as the one on the Account Product Period Forecast object.

Map the custom fields on the Account Forecasting page in Setup, by selecting the corresponding dropdown values for Product Period Metrics and Product Metrics. This will make the custom metric available on the Forecast tab of an account, where the user can select it from the metrics dropdown menu. The other options are not correct, as they either involve creating custom fields on the wrong objects, such as Sales Agreement or Account

Forecast Adjustment, or they do not map the custom fields in the account forecast setting page, which is required to display the custom metric on the account forecast component. Reference: Map Custom Fields of Account Product Forecast and Account Product Period Forecast, Configure Forecast Metrics and Formulas

QUESTION 26

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

Correct Answer: D

Section:

Explanation:

Manufacturing Cloud can calculate Actuals for sales agreements automatically from direct orders, which are orders that are not associated with a contract or a quote. This method allows you to track the actual business performance of your sales agreements without relying on contracts or quotes. You can also use other methods to calculate Actuals, such as manually using API upload or automatically from contracts through orders, but these are not the options given in the question. Reference: Salesforce Help: Calculate Actuals for Sales Agreements

QUESTION 27

Which object is required to create a Sales agreement?

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

Correct Answer: A

Section:

Explanation:

Manufacturing Cloud requires an account to create a sales agreement, which is a record that represents a long-term negotiated business relationship with a customer. An account is a standard Salesforce object that stores information about a company or a person that you do business with. You can also associate other objects with a sales agreement, such as contracts, quotes, orders, and forecasts, but these are not required to create a sales agreement. Reference: Salesforce Help: Create a Sales Agreement

QUESTION 28

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

Correct Answer: A

Section:



QUESTION 29

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

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

Correct Answer: A

Section:

Explanation:

A sales agreement can have a maximum of 1500 products or product categories. If you want to increase the limit, you need to contact Salesforce Customer Support. Note that having a large number of products or categories and schedules can affect system performance. Reference: Considerations for Working with Manufacturing

QUESTION 30

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

- A. Rebate Management
- B. Sales Agreements
- C. Account Based Forecasts
- D. Account Manager Targets

Correct Answer: B, C

Section:

Explanation:

Sales Agreements are a core functionality of Manufacturing Cloud for Sales, which allows manufacturers to manage their long-term negotiated business with customers and distributors. Sales Agreements capture the pricing, volumes, and order realization data of run-rate business, and enable accurate forecasting and demand planning¹.

Account Based Forecasts are another key functionality of Manufacturing Cloud for Sales, which allows manufacturers to align sales and operations teams with a common view of the market demand. Account Based Forecasts enable strategic planning and precise input into the sales and operations planning process with operational forecast flexibility by any dimension¹. Reference:

1: The CRM Analytics for Manufacturing Template - Salesforce

QUESTION 31

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

Correct Answer: B

Section:

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 allows the admin to edit the site pages, components, branding, navigation, and settings. The admin can also preview and publish the site changes from Experience Builder. The other options are not valid tools for customizing the site. Template Builder is a tool for creating custom templates, not for editing existing ones. Site Builder is a legacy tool that is replaced by Experience Builder. Partner Builder and Process Builder are not related to site customization. Reference: Create a Manufacturing Cloud Community, Customize Your Community with Experience Builder



QUESTION 32

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 \geq Jan1 and \leq Jan31

Correct Answer: D

Section:

Explanation:

To set up a rebate type that is valid for transactions completed in January, the admin at Badger Power needs to use the eligibility criteria feature on the rebate type. Eligibility criteria are rules that define which transactions qualify for a rebate type. The admin can use the activity date field on the transaction object to specify the date range for the rebate type. For example, the admin can create a rule that says activity date is greater than or equal to January 1 and less than or equal to January 31. This way, only the transactions that occurred in January will be eligible for the rebate type. The other options are not correct, as they either involve creating a new rebate program, which is unnecessary, or using the effective date or active status fields on the rebate type, which do not control the transaction eligibility. Reference: [Create Rebate Types], [Set Up Eligibility Criteria for Rebate Types], [Rebate Type Fields]

QUESTION 33

If an organization would like to apply a rebate program to more than one account, which course of action should be taken to accomplish this requirement?

- A. Create a new rebate program for each account
- B. Add each account to the rebate benefits related list to the rebate program
- C. Add each account to the members related list on the rebate program

Correct Answer: C

Section:

Explanation:

Rebate programs are used to define the terms and conditions of a rebate agreement between a manufacturer and an account. A rebate program can be applied to one or more accounts by adding them to the members related list on the rebate program. This way, the manufacturer can track the performance and payouts of each account under the same rebate program. Reference: Rebate Programs, Rebate Program Members

QUESTION 34

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

Correct Answer: A, C

Section:

Explanation:

Rebate payouts are calculated based on the actuals and benefits of a rebate program. If the payout period is closed, the payouts are locked and cannot be edited. However, there are two methods to recalculate payouts after the payout period is closed:

Recalculate payouts due to changed benefits: This method is used when the benefits of a rebate program are changed after the payout period is closed. The system recalculates the payouts based on the new benefits and creates a charge or credit record to reflect the difference between the old and new payouts.

Recalculate payouts with no charge in benefits: This method is used when the benefits of a rebate program are not changed, but the actuals are updated after the payout period is closed. The system recalculates the payouts based on the updated actuals and creates a charge or credit record to reflect the difference between the old and new payouts. Reference: Rebate Payouts, Rebate Charges and Credits



QUESTION 35

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

Correct Answer: B

Section:

Explanation:

If you change the team member hierarchy type in account manager targets, all existing targets become read-only. This means that you cannot edit, delete, or approve them. You can still view them and their related records, such as account product forecasts and account product forecast schedules. To create new targets, you need to use the new team member hierarchy type that you have selected. Reference: Choose Team Member Hierarchy for Account Manager Targets

QUESTION 36

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

Correct Answer: A

Section:

Explanation:

The time series projection feature in Tableau CRM for manufacturing provides data insights by tracking product growth trends. It uses historical data and machine learning to forecast future product demand and revenue. You can use this feature to analyze how your products are performing over time, identify seasonal patterns, and compare different scenarios. You can also adjust the forecast parameters, such as confidence interval, seasonality, and projection period, to suit your business needs. Reference: Time Series Forecasting Transformation: Forecast Measures

QUESTION 37

What is required before the analytics for manufacturing App can be created?

- A. Refresh sales agreements to be analyzed
- B. At least dashboard must exist in each of the manufacturing cloud objects to be analyzed
- C. Refresh forecasts to be analyzed
- D. At least one record must exist in each of the Manufacturing cloud objects to be analyzed

Correct Answer: D

Section:

Explanation:

Before you can create the Analytics for Manufacturing app, you need to have some data in your Manufacturing Cloud objects, such as sales agreements, forecasts, orders, and so on. Without any data, the app won't be able to generate any insights or dashboards. You also need to have the Analytics for Manufacturing permission set assigned to your user account. Reference: What Is Manufacturing Cloud?, Create the Analytics for Manufacturing App

QUESTION 38

Which two statements are accurate when embedding the Manufacturing agreement



Performance and Manufacturing Product Performance dashboards in lightning page?

- A. Must set Component height to 120
- B. No filter required.
- C. Can embed in sales agreement page layout only
- D. Can embed in any manufacturing cloud page layout

Correct Answer: A, D

Section:

Explanation:

To embed the Manufacturing Agreement Performance and Manufacturing Product Performance dashboards in a Lightning page, you need to follow these steps:

Edit the Lightning page where you want to embed the dashboard.

Drag the Analytics Dashboard component onto the page.

Select the dashboard you want to embed from the list of available dashboards.

Set the Component height to 120 to display the dashboard properly.

Save and activate the page. You can embed the dashboards in any Manufacturing Cloud page layout, such as sales agreement, forecast, order, or product. Reference: Embed Dashboards in Lightning Pages

QUESTION 39

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

Correct Answer: A, D

Section:

Explanation:

To access the Rebate analytics functionality in Tableau CRM for Manufacturing, a user needs two licenses: Manufacturing Analytics Plus and Rebates Management Add on. Manufacturing Analytics Plus is an add-on license that enables the user to access the CRM Analytics for Manufacturing app, which includes prebuilt dashboards and datasets for manufacturing use cases, such as account forecasting, sales agreement performance, and rebate management. Rebates Management Add on is another add-on license that enables the user to access the Rebate Management functionality, which allows the user to create, manage, and analyze incentive programs for channel partners. The Rebate analytics functionality is an independent module in CRM Analytics for Manufacturing that requires both licenses, as it provides AI-powered insights into rebate program performance and ROI. The other options are not correct, as they either refer to different licenses that are not specific to manufacturing or analytics, or they do not exist as licenses. Reference: Deploy and Use Rebate Analytics, Who Can Use Rebate Management?

QUESTION 40

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

Correct Answer: A, C, D

Section:

Explanation:

The forecast settings page is where the admin can configure the account forecast generation criteria, such as the forecast start period, the forecast formula, the forecast frequency, and the forecast display duration. The



forecast start period is the first period for which the forecast is generated. The forecast formula is the expression that calculates the forecast value based on the sales agreement data. The forecast frequency is the time interval for which the forecast is generated, such as monthly, quarterly, or yearly. The forecast display duration is the number of periods for which the forecast is displayed on the account forecast component. Any changes to these settings will affect the forecast generation process and the forecast data. However, only three of these settings will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria: the forecast start period, the forecast formula, and the forecast frequency. These settings are critical for determining which accounts, products, and periods are included in the forecast, and how the forecast value is calculated. Therefore, any changes to these settings will require the system to regenerate the forecast for all the accounts that meet the criteria, to ensure the accuracy and consistency of the forecast data. The other settings, such as the forecast adjustment period and the forecast display duration, will not trigger the regeneration of all the accounts, as they only affect the forecast adjustments and the forecast display, not the forecast generation. The forecast adjustment period is the period for which the user can make manual adjustments to the forecast value. The forecast display duration is the number of periods for which the forecast is displayed on the account forecast component. These settings can be changed without affecting the forecast generation process or the forecast data, as they only affect the user interface and the user input. Reference:[Configure Account Forecasts], [Account Forecast Settings]

QUESTION 41

Manufacturing Cloud supports which two types of Experience Clouds?

- A. Customer
- B. Partner
- C. External Apps (+)
- D. Internal
- E. Employee

Correct Answer: A, B

Section:

Explanation:

Manufacturing Cloud supports two types of Experience Clouds: Customer and Partner. Customer Experience Cloud allows you to create branded, personalized, and connected digital experiences for your customers across web, mobile, and social channels. Partner Experience Cloud allows you to create a self-service portal for your channel partners, such as dealers, distributors, reps, and resellers, where they can collaborate with you on leads, sales agreements, forecasts, and more. Both types of Experience Clouds help you to increase customer and partner satisfaction, loyalty, and retention.

QUESTION 42

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

Correct Answer: A, C

Section:

Explanation:

Manufacturing Cloud functions that should be configured to have a complete picture of both run-rate and net-new business are:

Account Based Forecasting: This feature allows you to forecast your revenue and quantity based on your sales agreements, orders, and opportunities. You can also adjust your forecast values manually or with AI recommendations. Account Based Forecasting helps you plan for demand more efficiently and align your production and sales teams around your evolving customer trends¹.

Sales Agreements: This feature enables you to negotiate the purchase and sale of products over a continued period of time. Sales agreements provide you insights into products, prices, discounts, and quantities. With an integrated sales experience, you can also track your planned quantities, actual quantities, and revenue with associated updates from orders and contracts. Sales agreements make your business transactions, profits, and revenue margins more predictable².

QUESTION 43

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)

Correct Answer: B, D

Section:

Explanation:

According to the Manufacturing Cloud Developer Guide¹, the following objects do not support triggers:

Account Forecast (AF): Represents the rolling forecast record of a particular account. The forecast is prepared using data directly from sales agreements, orders, and opportunities. This object is available in API version 47.0 and later¹.

Account Product Forecast (APF): Represents the cumulative values for planned quantities, opportunities, and orders of a sales agreement for a given product across all periods in that rolling time period. This object is available in API version 47.0 and later¹.

QUESTION 44

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.

Correct Answer: C

Section:

Explanation:

If Sales Agreement List View is not selected, the account forecast calculation settings will not include any sales agreements in the forecast generation. This means that the forecast values will be based on other sources, such as opportunities, orders, or contracts, depending on the configuration. Sales Agreement List View is a filter that allows the admin to specify which sales agreements to include in the forecast generation based on their status, owner, or other criteria. Reference: Set Up and Configure Account Forecasting, Choose How Sales Agreement Actuals Are Calculated

QUESTION 45

Which three permission sets 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

Correct Answer: B, C, E

Section:

Explanation:

Manufacturing Cloud provides three permission sets that grant access to the core features of the product: Manufacturing Account Forecast, Manufacturing Sales Agreements, and Manufacturing Account Manager Target. These permission sets can be assigned to internal users and partners based on their required level of access to sales agreements, account forecasting, and account manager targets. Manufacturing Price Book and Manufacturing Sales Orders are not permission sets provided by Manufacturing Cloud, but they may be related to other Salesforce products or customizations. Reference: Set Up Users and Permissions for Manufacturing Cloud, Assign the Manufacturing Permission Sets to Users

QUESTION 46

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

Correct Answer: A

Section:

Explanation:

The Program Rebate Type Benefit object supports custom fields for rebate program(s) analysis in Tableau CRM for Manufacturing. This object stores the benefit tiers for each rebate type in a rebate program. You can create custom fields on this object to capture additional criteria or attributes for the benefits, such as product category, region, or industry segment. You can then use these custom fields to filter, group, or aggregate the rebate data in the Analytics for manufacturing app1. Reference: Rebate Management Standard Objects

QUESTION 47

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.

Correct Answer: A

Section:

Explanation:

To implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division, Universal Containers should use Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics. Advanced Account Forecasting is a feature that allows manufacturers to create and manage account-based forecasts that reflect the demand and revenue expectations from their customers and channel partners. A forecast set is a collection of dimensions and measures that define how a forecast is calculated and displayed. A period group is a set of time periods that determine the frequency and duration of a forecast. A forecast metric is a field that stores the forecast value for a measure, such as quantity or revenue.

By using two forecast sets, Universal Containers can create separate forecasts for the stock parts and the engineered-to-order parts, and assign them to different account managers or forecast managers. By using two period groups, Universal Containers can specify different forecast frequencies and display durations for the two divisions. For example, they can use a monthly period group for the stock parts and a quarterly period group for the engineered-to-order parts. By using two forecast metrics, Universal Containers can track both the forecasted quantity and revenue for each division, and compare them with the actual sales performance and compliance metrics.

QUESTION 48

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

Which functionality should an administrator implement to help the executive team?

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

Correct Answer: B

Section:

Explanation:

To help the executive team make decisions quickly, the administrator should implement the Product Categories functionality in Manufacturing Cloud. Product Categories are a way of grouping products based on common

attributes, such as product family, product line, or product type. By using Product Categories, the executive team can:
Filter and analyze the sales data and performance by product category, instead of by individual SKUs, which can be overwhelming and time-consuming.
Create and manage sales agreements and forecasts by product category, which can simplify the negotiation and planning processes with customers and channel partners.
Use Tableau CRM for Manufacturing to visualize and compare the sales trends and metrics by product category, and to identify the risks and opportunities for improvement.

QUESTION 49

Universal Containers (UC) wants to use Sales Agreements to track long-term agreements with its key customers. Along with planned revenue and quantity and actual revenue and quantity, UC needs to track the minimum inventory quantity required. UC's implementation partner has added a new Minimum Inventory number field to the Sales Agreement Product Schedule object. What else does UC need to do to allow users to see and edit minimum inventory on their agreements?

- A. Add a Number field to the Sales Agreement product to appear on the Forecast grid.
- B. Add a custom Minimum Inventory field to Sales Agreement Product, map the two fields, and add the field to the list of available metrics in Sales Agreement setup.
- C. Add a custom Minimum Inventory field to the Sales Agreement object to appear on the Forecast grid.

Correct Answer: B

Section:

Explanation:

To track additional metrics on sales agreements, such as minimum inventory, you need to create a custom field on the Sales Agreement Product object and map it to the corresponding field on the Sales Agreement Product Schedule object. Then, you need to add the custom field to the list of available metrics in the Sales Agreement setup page, so that users can see and edit it on the forecast grid and the sales agreement detail page. Reference: Salesforce Help: Add Custom Metrics to Sales Agreements, Salesforce Help: Map Custom Fields Between Sales Agreement Products and Product Schedules

QUESTION 50

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.



Correct Answer: A

Section:

Explanation:

To forecast at the product hierarchy level, you need to configure the forecast set on the Advanced Account Forecasting Setup page. You can select the product hierarchy field as the forecast context field, which determines the level of granularity for the forecast. You can also select the forecast metrics, such as revenue and quantity, and the forecast periods, such as monthly or quarterly. Reference: Salesforce Help: Configure Advanced Account Forecasting, Salesforce Help: Set Up Forecast Contexts

QUESTION 51

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

Correct Answer: B, C

Section:

Explanation:

When an org hits the account product period forecast record limit, new products cannot be added to account forecasts automatically. This means that when a user recalculates a single account forecast or all account

forecasts, the new products are not added to the forecast. Also, if a user manually adds a new product to an account forecast, the product will not be included in the forecast calculations. The user will see a warning message indicating that the product is not calculated. To resolve this issue, the user can contact Salesforce Customer Support to request an increase in the limit. Reference: Salesforce Help: View the Data Volume Usage, Defined Limits, and the Percentage of Limit Used for Account Forecasts, Salesforce Help: Considerations for Working with Manufacturing

QUESTION 52

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

Correct Answer: D

Section:

Explanation:

To add products to an order that is on an active sales agreement, the order must be in Draft status. This is because only draft orders can be edited and associated with a sales agreement. Once the order is approved, it becomes read-only and cannot be modified or linked to a sales agreement. Reference: Add Products to an Order

QUESTION 53

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



Correct Answer: A

Section:

Explanation:

The sequence of minimum and maximum range values that would be valid for defining the benefit information section of a rebate type benefit is 0 to 100, 101 to 200, 201 to 300, 301 to 400. This is because the minimum and maximum range values specify the qualifying criteria for each benefit tier based on the measure field of the rebate type, such as quantity or revenue. The range values must not overlap or leave gaps between the tiers, otherwise the rebate calculation will not work correctly. Reference: Create Benefits for a Rebate Type

QUESTION 54

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

Correct Answer: C

Section:

Explanation:

A sales agreement is a long-term contract between a manufacturer and a customer that specifies the products, prices, quantities, and delivery schedules for a given period of time. To create a sales agreement, you need to specify the account (the customer), the price book (the list of products and prices), and the product (the item to be sold). These are the minimum data elements required to create a sales agreement in Manufacturing Cloud. Reference: Create a Sales Agreement, Get Started with Sales Agreements

QUESTION 55

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

Correct Answer: B

Section:

Explanation:

The renewal days for a sales agreement is the number of days before the end date of the agreement when the renewal period begins. The renewal period is the time when the account manager can negotiate the terms and conditions of the agreement for the next cycle. For example, if the renewal days is 30, then the account manager can start the renewal process 30 days before the agreement expires. The renewal days helps the account manager plan ahead and avoid losing business to competitors. Reference: Sales Agreement Fields

QUESTION 56

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

Correct Answer: A

Section:

Explanation:

Manufacturing Cloud provides a predefined manufacturing partner template that can be used to set up a secure site for collaboration with channel partners. The template includes features such as leads, sales agreements, forecasts, and dashboards that partners can use to work with the manufacturer. The template also allows the manufacturer to control the access and permissions of the partners based on their roles and profiles. Reference: Engage with Your Partners Unit | Salesforce Trailhead: What Is Manufacturing Cloud? - Salesforce

**QUESTION 57**

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

Correct Answer: C

Section:

Explanation:

To create a CSAT target for account managers, the admin needs to add a picklist value on the Measure field of the Account Manager Target object. The Measure field determines the type of target value that the account manager needs to achieve, such as revenue, quantity, or customer satisfaction. The admin also needs to add a Measure Type of Other to indicate that the target is not currency-based. The other fields and objects mentioned in the options are not relevant for this requirement. Reference: Create and Assign Targets Unit | Salesforce Trailhead: Set Up and Configure Account Manager Targets - Salesforce: Manufacturing Cloud Developer Guide - Salesforce Developers

QUESTION 58

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

Correct Answer: C

Section:

Explanation:

When a target is changed in Account Manager Targets, the account manager must refresh the assignments to reflect the change to the account manager assignment values. Refreshing assignments updates the assignment values based on the latest target values and target distributions. The account manager can also refresh assignments when the account manager hierarchy changes or when the account manager wants to recalculate the assignment values based on the latest data.

QUESTION 59

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.

Correct Answer: A

Section:

Explanation:

The detailed technical design document is a document that describes the technical specifications and requirements for implementing Manufacturing Cloud. It is based on the business requirement document, which is a document that captures the business needs and goals of the customer. The detailed technical design document is completed after the business requirement document has been generated, because it requires a clear understanding of the customer's business processes, pain points, and desired outcomes. The detailed technical design document should include the following information:

The scope and objectives of the project

The data model and architecture of Manufacturing Cloud

The integration strategy and design with other systems

The customization and configuration of Manufacturing Cloud features and functionality

The security and access control requirements

The testing and deployment plan

The change management and training plan

Reference:

What Is Manufacturing Cloud?
Manufacturing Cloud Implementation Guide

QUESTION 60

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

Correct Answer: C

Section:

Explanation:

Data Processing Engine (DPE) Templates: These are predefined templates that define how to transform and aggregate the data from various sources, such as orders, shipments, contracts, or opportunities, into forecast metrics. Universal Containers can customize these templates to include the ordered quantity, revenue, shipped quantity, and revenue as forecast metrics. They can also specify the product category as the primary dimension for their forecasts.

The Advanced Account Forecast Fact object is not a customization option in Manufacturing Cloud. It is a standard object that stores the forecast metrics for each account, product, and period combination. It is populated by the DPE jobs based on the DPE templates. Universal Containers can use this object to view and report on their forecast data, but they cannot modify it directly.

Sales Agreement Metrics

Data Processing Engine (DPE) Templates

Advanced Account Forecast Fact

QUESTION 61

Universal Containers (UC) is interested in using Manufacturing Cloud. During discovery, the business analyst identifies the following requirements:

1. UC needs the ability to set quantity and revenue targets at the manager level, and the manager needs the ability to distribute that across each member of their team and their team's accounts.
2. UC needs the ability to visualize the targets compared to the actual order amounts for the accounts with targets.
3. UC needs the ability to forecast its sales on a rolling 12-month basis using a combination of data from opportunities, long-term agreements, past orders, and market data that is uploaded periodically.

Which combination of Manufacturing Cloud features addresses the requirements above?

- A. Account Manager Targets, Sales Agreements, Advanced Account Forecasting
- B. Account Manager Targets, Advanced Account Forecasting, CRM Analytics for Manufacturing App
- C. Account Manager Targets, Account Based Forecasting, CRM Analytics for Manufacturing App

Correct Answer: A

Section:

Explanation:

Account Manager Targets is a feature that allows managers to set and distribute quantity and revenue targets for their team members and their accounts. Managers can also track the progress and performance of their team against the targets using dashboards and reports. Sales Agreements is a feature that allows sales reps to create and manage long-term agreements with customers that specify the terms, conditions, pricing, and volumes of products or services. Sales Agreements can also be used to generate forecasts based on the planned quantities and revenues of the agreements. Advanced Account Forecasting is a feature that allows sales reps and managers to create and view forecasts based on multiple dimensions, such as product, territory, market segment, etc. Advanced Account Forecasting can also incorporate data from various sources, such as opportunities, sales agreements, orders, and external data, to provide a comprehensive and accurate view of the demand and revenue pipeline. Reference: [Account Manager Targets], [Sales Agreements], [Advanced Account Forecasting]

QUESTION 62

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

Correct Answer: A

Section:

Explanation:

Custom metrics are a feature of Manufacturing Cloud that allows organizations to define and track additional data points for sales agreements terms based on their business needs. Custom metrics can be used to capture information such as cost, profit, margin, inventory, etc. for each product and time period in a sales agreement. To enable custom metrics, the admin must first create custom fields on the Agreement Term object and then add them to the Agreement Term page layout. The account reps can then enter or edit the values for the custom metrics on the sales agreement record. The custom metrics can also be displayed on the sales agreement list view and the account forecast page. Reference: Create Custom Fields to Capture Cost and Profit Metrics, Get Started with Sales Agreements

QUESTION 63

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

Correct Answer: B

Section:

Explanation:

Sales agreements are a standard feature of Manufacturing Cloud that serves as a starting point to manage run-rate business. Run-rate business refers to the recurring revenue and volume generated from long-term contracts or agreements with customers. Sales agreements allow account managers to create and manage the terms and conditions of these agreements, such as the products, prices, discounts, and quantities. Sales agreements also provide visibility into the planned and actual order volumes and revenues, and enable account managers to make adjustments based on changing customer demand or market conditions. Sales agreements can also be used to generate forecasts for the run-rate business and compare them with the new business from opportunities. Reference: Sales Agreements, Get Started with Manufacturing Cloud

QUESTION 64

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

Correct Answer: B

Section:

Explanation:

The start period is the number of periods before the current period that the forecast should include. In this case, the current period is Feb 2024, and the organization wants to start forecasting from Jan 2024, which is one period before. Therefore, the start period value should be 2. Reference: Advanced Account Forecasting with Manufacturing Cloud, Set Up Dimensions and Period Groups

QUESTION 65

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.

Correct Answer: A

Section:

Explanation:

The Mobile User permission is required for users to access Salesforce features on their mobile devices, such as the Salesforce app. This permission enables users to log in to the app and sync data between their devices and Salesforce. Therefore, when preparing and conducting testing for Manufacturing Cloud for mobile, it is important to assign the Mobile User permission to the test users, so that they can view and approve sales agreements on their mobile devices. Reference: [Salesforce Mobile App Basics], [Assign the Mobile User Permission]

QUESTION 66



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

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

Correct Answer: A

Section:

Explanation:

Validating the functionality against business process flows is important to ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization. Business process flows are the sequences of steps and actions that define how the organization operates and delivers value to its customers. By testing the system against the business process flows, the organization can verify that the system meets the expected outcomes, complies with the business rules and logic, and handles the exceptions and errors properly. This can help to avoid any discrepancies, inefficiencies, or failures in the system that can affect the manufacturing performance and customer satisfaction. Reference:: Manufacturing Cloud Implementation Guide - Salesforce: Business Process Testing - Salesforce

QUESTION 67

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

Correct Answer: C

Section:

Explanation:

A System Integration Testing (SIT) environment is used as an environment to perform system-to-system testing. System-to-system testing is the process of verifying that different systems can communicate and exchange data correctly and reliably. For example, in Manufacturing Cloud, system-to-system testing can be used to check the integration of Salesforce with other systems, such as ERP, CRM, or PLM, using tools like MuleSoft. System-to-system testing can help to identify and resolve any issues or errors in the integration, such as data quality, security, performance, or functionality. A SIT environment is not used as a backup and archive of production configuration and data, nor as a development environment to configure and build new applications. Reference:: [Manufacturing Cloud Implementation Guide - Salesforce] : [System Integration Testing - Salesforce]

QUESTION 68

Universal Containers (UC) is preparing to roll out its new Manufacturing Cloud. UC has asked a group of end users to conduct preliminary testing. A group of 12 users is conducting testing and must give the go-ahead to deploy all settings to the production environment.

Which items are necessary to conduct proper testing?

- A. Process scripts; Sandbox access; Communication guidelines
- B. Sandbox access; Test data; Process scripts
- C. Profile configuration; Process scripts; User permissions

Correct Answer: A

Section:

Explanation:

To conduct proper testing, the end users need to have process scripts that guide them through the scenarios and use cases that they need to validate. They also need to have sandbox access to the environment where the new functionality is deployed and configured. Finally, they need to have communication guidelines that specify how to report issues, feedback, and approval. Reference: Salesforce Manufacturing Cloud Implementation Guide, page 23

QUESTION 69

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.

Correct Answer: A

Section:

Explanation:

To enable a phased rollout scenario, the consultant can deploy the new functionality to the production org and assign the Manufacturing Cloud permission set to the users who are part of the rollout. This way, only the designated users can access the Sales Agreements tab and functionality. The other users can continue to use the standard Sales Cloud or Service Cloud features without any disruption. Reference: Salesforce Manufacturing Cloud Implementation Guide, page 25

QUESTION 70

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.

Correct Answer: C

Section:

Explanation:

When you change the team member hierarchy type for account manager targets, the status of all existing targets becomes Draft. This means that the targets are no longer active and need to be redistributed by the account managers according to the new hierarchy. The previous assignments and target values are not deleted, but they are not visible in the account manager targets list views or reports. You can still view them in the related lists of the account manager targets records. Reference: Choose Team Member Hierarchy for Account Manager Targets

QUESTION 71

A manufacturing company makes parts designed to go into finished goods (like a cell phone). However, the company sells to distributors and contract manufacturers who make the phone for the phone brand company. The manufacturing company is not the only approved supplier of the part.

Which feature of Manufacturing Cloud should the manufacturing company utilize to help with future opportunity planning?

- A. Use Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.
- B. Use Advanced Forecasting to set the plan by part for each of the phone brands and align orders by part number to the forecast with the orders.
- C. Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.

Correct Answer: C

Section:

Explanation:

Program Based Business is a feature of Manufacturing Cloud that allows you to track and manage the demand from your end customers (such as phone brands) and the supply from your channel partners (such as distributors or contract manufacturers). You can create programs for each end customer and associate them with sales agreements or opportunities. You can also assign program lines to each product or part that you sell to the end customer and specify the expected quantity and revenue. Program Based Business helps you to forecast the demand from the end customer and compare it with the actual orders from the channel partners. You can also monitor the performance of your channel partners and identify any gaps or risks in fulfilling the end customer demand. Reference: [Program Based Business Overview], [Create Programs]

QUESTION 72

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

Correct Answer: B

Section:

Explanation:

Partner Visit Management is a feature that allows partner managers to plan, execute, and track their onsite visits to their distribution partners. It helps them to automate and standardize the tasks and activities to be performed during the visits, such as reviewing sales agreements, discussing forecasts, resolving issues, and providing training. Partner managers can also capture feedback and insights from the visits and report on the visit outcomes and effectiveness.

Action Plans is a feature that enables partner managers to create and assign predefined sets of tasks and activities for different types of visits, such as renewal, upsell, or cross-sell. Action Plans help partner managers to follow best practices and ensure consistency and quality across all visits. Partner managers can also monitor the progress and completion of the action plans and track the impact of the visits on partner performance and satisfaction.

Generic Visit Key Performance Indicators (KPIs) are metrics that measure the success and impact of the partner visits. Partner managers can define and track various KPIs, such as renewal rate, revenue growth, customer satisfaction, and partner loyalty. Generic Visit KPIs help partner managers to evaluate the effectiveness of their visits and identify areas for improvement.

Partner Visit Management

Action Plans

Generic Visit Key Performance Indicators

QUESTION 73

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

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

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

Correct Answer: A

Section:

Explanation:

The Advanced Account Forecast object is a Manufacturing Cloud object that allows field reps to forecast their run-rate and new business for each account. The Advanced Account Forecast object stores the planned and actual quantities and revenue for each product, location, and period. Field reps can compare and update the expected versus actual order values by using the Advanced Account Forecast app or the Actionable Relationship Center component on the account page. The Advanced Account Forecast object also supports account-based forecasting, which enables field reps to collaborate with their distributors on creating and updating forecasts. Reference: Advanced Account Forecast Object, Advanced Account Forecasting with Manufacturing Cloud, Actionable Relationship Center

QUESTION 74

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

Correct Answer: B

Section:

Explanation:

To access account order information from an external system, such as an ERP, without replicating the order information, a consultant should use an external object. An external object is a special type of custom object that maps to data stored outside Salesforce, such as in an OData service or a cross-org adapter. By using an external object, the consultant can:

Create a schema definition for the external data source and register its URL in the Remote Site Settings.

Define the fields and relationships for the external object and link it to the Account object via an indirect lookup relationship.

Use standard Salesforce features, such as reports, dashboards, list views, and global search, to access and display the external data in Salesforce.

Use Apex callouts, Lightning web components, or Visualforce pages to perform CRUD operations on the external data.

QUESTION 75

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.

Correct Answer: B**Section:****Explanation:**

Remote Site Settings let you specify the external domains that your Apex code can access. If you don't register the URL of the external endpoint in Remote Site Settings, you will get an unauthorized endpoint error when you try to make a callout. You can also use named credentials to store the URL and authentication settings for the external system. Reference: Remote Site Settings, Named Credentials

QUESTION 76

What is a key first step for Manufacturing Cloud implementation?

- A. Configure forecast regeneration settings.
- B. Enable Manufacturing Cloud features in Setup.
- C. Enable Manufacturing Cloud permissions for users.

Correct Answer: B**Section:****Explanation:**

According to the Salesforce Manufacturing Cloud Learning documents, the key first step for Manufacturing Cloud implementation is to enable Manufacturing Cloud features in Setup. This allows you to activate the required features and data models for your organization, such as Sales Agreement Management, Advanced Forecasting, Program Based Business, and more.

Set Up Manufacturing Cloud

Enable Features in Setup

Enable Data Models in Setup

QUESTION 77

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

Correct Answer: C**Section:**

Explanation:

According to the Salesforce Manufacturing Cloud Learning documents, the actuals calculation mode in the sales agreement setup determines how the actual quantity and amount for products are calculated from active orders associated with a sales agreement¹. If UC wants to avoid bringing actual orders data into Manufacturing Cloud, but still use it for its sales agreements, it can select the automatic mode from orders through contracts². This mode creates contracts and orders from the related list of a sales agreement record and derives the actuals from them.

Refresh Actuals Calculation Action

Choose How Sales Agreement Actuals Are Calculated

Approve and Activate a Sales Agreement

Create Orders Associated with Contracts to Calculate Sales Agreement Actuals

QUESTION 78

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.

Correct Answer: B

Section:

Explanation:

According to the Salesforce Manufacturing Cloud Learning documents, one of the best practices for maintaining data integrity in Manufacturing Cloud is to limit the mass update for sales agreements¹. This prevents accidental or malicious changes to existing sales agreements that could affect other records or processes in Manufacturing Cloud. By cloning a standard manufacturing sales agreements permission set and assigning it to all non-System Administrator users, an administrator can reduce data corruption and maintain data sanctity.

Create a Permission Set

Clone a Permission Set

Assign a Permission Set

**QUESTION 79**

A consultant has been assigned to comprehensively analyze how an organization utilizes Manufacturing Cloud to improve its business processes and workflows.

Why is it important to understand the landscape of the business before going into the details of requirements?

- A. To ensure there's an understanding of the big picture and understand where the real opportunity lies between teams agnostic of Manufacturing Cloud
- B. To support the various business process capabilities across teams that support the customer and the needed areas for integration
- C. To help broaden the scope of the project and initiative so that everything transforms at once

Correct Answer: B

Section:

Explanation:

According to the Salesforce Manufacturing Cloud Learning documents, understanding the landscape of the business is important before going into the details of requirements because it helps to identify the pain points, goals, and opportunities for improvement in each business process¹. By knowing how different teams use Manufacturing Cloud to support their customer interactions, such as sales, service, marketing, finance, etc., a consultant can tailor a solution that meets their specific needs and expectations². Additionally, understanding the landscape of the business also helps to determine which features and data models are most relevant and valuable for each team³.

Business Landscape Analysis

Manufacturing Cloud Overview

Data Model Extensions

QUESTION 80

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.

Correct Answer: C

Section:

Explanation:

The administrator can choose any combination of modules based on the business need when installing the Analytics for Manufacturing app. The app has three modules: Sales Agreements, Account Based Forecasts, and Account Manager Targets. Each module provides a set of dashboards and lenses that analyze and visualize the data from the corresponding Manufacturing Cloud features. The administrator can select which modules to install depending on the features that are enabled and used in the org. For example, if the org does not use Account Manager Targets, the administrator can skip installing that module. The administrator can also install additional modules later if the business need changes. Reference: Analytics for Manufacturing - Salesforce: Install Analytics for Manufacturing - Salesforce

QUESTION 81

An administrator of an organization is implementing Manufacturing Cloud Intelligence and various dashboards and is also setting up Advanced Account Forecasting. Why would an administrator configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects?

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

Correct Answer: B

Section:

Explanation:

An administrator of an organization would configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects to provide users with separate levels of visibility to forecast data. Field-Level Security is a feature that allows the administrator to control the access and editability of specific fields on an object for different profiles and permission sets. By configuring Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects, the administrator can:

Restrict the access to sensitive or confidential forecast data, such as account ID, name, or forecast set ID, to prevent unauthorized changes or leaks.

Grant different levels of access to forecast data based on the user's role and responsibility, such as account manager, forecast manager, or executive.

Customize the visibility of forecast data based on the user's preference and need, such as showing or hiding certain dimensions or metrics.

Field-Level Security does not affect the access to partner and fact records, which is controlled by the sharing settings and the ownership of the records. Field-Level Security also does not affect the visibility of activity data, which is stored in a different object and can be viewed in the Activity Timeline or the Tableau CRM for Manufacturing app.

QUESTION 82

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.

Correct Answer: C

Section:

Explanation:

To create and share the Advanced Account Forecasting Analytics for Manufacturing app, the administrator needs to enable Account Forecasting in the Manufacturing Cloud setup. Account Forecasting is a feature that allows users to generate and view forecasts based on various data sources and metrics. The Advanced Account Forecasting Analytics for Manufacturing app is a prebuilt Tableau CRM app that provides dashboards and insights into the account forecast data. If Account Forecasting is not enabled, the administrator cannot access the app or share it with other users. Reference: Set Up and Configure Account Forecasting, Use Advanced Account Forecasting Analytics for Manufacturing

QUESTION 83

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.

Correct Answer: C

Section:

Explanation:

To make the support process easier for the service agents, the consultant should recommend enabling the Service Console for Manufacturing app. This is a prebuilt Lightning app that provides a unified view of all the information related to contacts and accounts, such as cases, assets, warranties, and claims. The app also includes components and tools that help the service agents to manage and resolve issues faster and more efficiently. The app can be customized and configured to meet the specific needs of the service agents and the business. Reference: Set Up and Configure Service Console for Manufacturing, Use Service Console for Manufacturing

QUESTION 84

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 a new 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.

Correct Answer: D

Section:

Explanation:

The new values of account and market growth percentage will be used in forecasting the future periods only when account and market growth percentages are used in the forecast formula. The forecast formula is a custom formula that defines how the forecast metrics are calculated based on the data sources and the growth factors. If the formula does not include the account and market growth percentages, then changing these values will not affect the forecast calculation. Reference:

Forecast Formula

Account and Market Growth Percentage

**QUESTION 85**

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.

Correct Answer: B

Section:

Explanation:

The recommended way to calculate an account based forecast for the next 13 months in the formula builder is to create separate formulas for periods 1-12 and period 13. This is because the formula builder allows you to create different formulas for different period ranges based on the forecast display duration. For example, if the forecast display duration is 13 months, you can create up to 13 formulas, one for each month. You can also create a single formula for all 13 months, but this may not be as accurate or flexible as creating separate formulas. By creating separate formulas, you can use different fields, functions, and operators to calculate the forecast for each month based on your business logic and requirements. Reference: Build Formulas to Calculate Forecast

QUESTION 86

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).

Correct Answer: C

Section:

Explanation:

Adjusting the forecast formula to reflect opportunity probability will trigger the regeneration of all forecasts. This is because changing the forecast formula will affect the existing forecasts and require them to be deleted and recreated based on the new formula. The regeneration process may take some time depending on the number of accounts and products involved. The regeneration will apply to all forecasts, regardless of their status, because the forecast formula is not specific to a particular status. Therefore, both active and inactive forecasts will be regenerated. Reference: Change the Forecast Formula, Account Forecast Status

QUESTION 87

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

Correct Answer: A

Section:

Explanation:

Customers Health dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts. Customers Health dashboard is part of the Actionable Relationship Center (ARC) feature in Manufacturing Cloud, which provides a 360-degree view of customer health and engagement. Customers Health dashboard shows key metrics such as revenue realization rate, average length of relationship, average customer lifetime value, and customer churn rate. It also allows the user to filter the accounts by various dimensions, such as industry, region, product family, and account owner. Customers Health dashboard helps the user to identify the most valuable and loyal customers, as well as the customers who are at risk of attrition or dissatisfaction. Reference:

Actionable Relationship Center, Salesforce Help Docs

Customers Health Dashboard, Salesforce Help Docs

Calculating Customer Lifetime Value (CLV) With Salesforce, Salesforce Ben Blog

Data Cloud for Marketing, Salesforce Website

QUESTION 88

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

Correct Answer: B, C

Section:



Explanation:

To set up Tableau CRM for Manufacturing, the admin needs two permission sets: Tableau CRM Plus Admin and Manufacturing Analytics Admin. The Tableau CRM Plus Admin permission set license gives the admin access to Tableau CRM features and dataflows. The Manufacturing Analytics Admin permission set gives the admin access to the Manufacturing Analytics app and its datasets, dashboards, and lenses. The admin also needs to assign the Manufacturing Analytics User permission set to the users who need to view the Manufacturing Analytics app. Reference: CRM Analytics Administration for Manufacturing Cloud | Salesforce Trailhead: Set Up Users and Permissions for Manufacturing Cloud - Salesforce

QUESTION 89

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.

Correct Answer: C

Section:

Explanation:

A sales agreement can be renewed when the renewal period starts. The renewal period is a time frame before the expiration of the sales agreement, during which the account manager can create a new sales agreement with the same products and attributes as the current one. The renewal period is defined by the Salesforce admin and can vary depending on the sales agreement type (one-time, weekly, monthly, quarterly, or yearly). The renewal period can be viewed on the sales agreement record page. When the renewal period starts, the account manager can use the Renew quick action to create a new sales agreement. Reference: Renew a Sales Agreement - Salesforce: Define Renewal Period for Sales Agreements - Salesforce

QUESTION 90

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.

Correct Answer: A, B, E

Section:

Explanation:

To include an order in the Actuals calculation process on a Sales Agreement, the following conditions need to be fulfilled:

The order needs to have Status = Activated. This indicates that the order is confirmed and ready to be fulfilled.

The date in the Order Date field should be in the past. This ensures that the order is not a future projection but an actual transaction.

The Sales Agreement field needs to be populated on the Order. This links the order to the corresponding sales agreement that it belongs to. Reference:

What Is Manufacturing Cloud?

Sales Agreement Actuals

QUESTION 91

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.

Correct Answer: A, C

Section:

Explanation:

To export Account Based Forecast data to use in their Demand Planning system, the user can use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. To do this, the user can perform the following actions:

Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'. This report type allows the user to access the data from the AccountForecast and AccountProductPeriodForecast objects, which store the forecast metrics for each account and product combination.

Add the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report. This field shows the forecast quantity after applying any adjustments made by the sales team. The user can also add other fields, such as account name, product name, period name, or forecast set name, to the report as needed.

The user can then run the report and export the data to a CSV file or another format that can be used by their Demand Planning system.

Create Holistic Forecasts with Advanced Account Forecasting>Use Advanced Account Forecasting Analytics for Manufacturing>Create Reports and Dashboards for Advanced Account Forecasting

AccountForecast | Manufacturing Cloud Developer Guide

[AccountProductPeriodForecast | Manufacturing Cloud Developer Guide]

QUESTION 92

When discussing the business requirements for a Manufacturing Cloud implementation design, what is a consideration when analyzing data in existing third-party systems?

- A. Define current processes required by the business.
- B. Identify the capabilities of different data integration tools.
- C. Determine the system of record for each data category required by the business.

Correct Answer: C

Section:

Explanation:

When designing a Manufacturing Cloud implementation, it is important to understand the data sources and systems that the business uses and relies on. Data integration is a key aspect of the solution, as it enables the synchronization of data across different systems and platforms. To ensure data quality and accuracy, it is essential to determine the system of record for each data category, such as accounts, contacts, products, orders, forecasts, etc. The system of record is the authoritative source of truth for a given data category, and it should be the primary source for creating, updating, and deleting data records. By identifying the system of record for each data category, the consultant can design the data integration strategy and avoid data duplication, inconsistency, and conflict. Reference: [Salesforce Manufacturing Cloud Implementation Guide], [Data Integration]

QUESTION 93

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.

Correct Answer: A

Section:

Explanation:

A list of unstructured, unprioritized requirements is not sufficient to proceed to the next step of the project, which is the solution design. The consultant needs to work with the client to structure, prioritize, and validate the requirements, and to align them with the business objectives and the Manufacturing Cloud capabilities. A possible approach is to prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. The priority can be based on factors such as the business value, the urgency, the complexity, the dependency, and the risk of each requirement. The template can also include other information, such as the scope, the acceptance criteria, the assumptions, and the dependencies of each requirement. By using this approach, the consultant can ensure that the requirements are clear, complete, and feasible, and that they reflect the client's needs and expectations. Reference: [Salesforce Manufacturing Cloud Implementation Guide], [Gather Requirements]

QUESTION 94



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

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

Correct Answer: A

Section:

Explanation:

A sales agreement can only be renewed if its status is Activated or Approved. An Expired sales agreement cannot be renewed, and the administrator must create a new sales agreement instead. Reference: Sales Agreement Lifecycle

QUESTION 95

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

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

Correct Answer: B

Section:

Explanation:

The correct order of data migration from a legacy system to Manufacturing Cloud is to first migrate the accounts, then the sales agreements, then the sales agreements schedules, and finally the orders. This order ensures that the data dependencies and relationships are maintained and that the actuals are updated correctly from the orders. The sales agreements schedules are the child records of the sales agreements that specify the planned quantities and revenues for each product and time period. The orders are the child records of the accounts that capture the actual order quantities and revenues for each product and time period. The sales agreements and the orders are linked by the account-product-period combination. Reference: Migrate Data to Manufacturing Cloud, Sales Agreements, Orders

QUESTION 96

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.

Correct Answer: B

Section:

Explanation:

The best way to reassure the client that the data has been accurately calculated and migrated is to launch the calculations of the Advanced Account Forecast and compare the values with the legacy system. The calculations of the Advanced Account Forecast are triggered by the Data Processing Engine, which transforms and aggregates the data from various sources, such as orders, opportunities, sales agreements, and external data, into the Advanced Account Forecast Fact object. The calculations can be launched manually or scheduled to run at a specified frequency. By comparing the values of the forecast measures, such as forecasted quantity and forecasted revenue, with the legacy system, the administrator can verify that the data migration was successful and that the formulas and definitions used for the calculations are correct. Reference: Launch Calculations of the Advanced Account Forecast, Advanced Account Forecasting

QUESTION 97

Universal Containers (UC) has created flows for its Manufacturing Cloud processes. UC is looking to make additional improvements, as all actions within its flows are currently custom-built.

What are some of the default automation actions that Manufacturing Cloud provides for flows and process builders?

- A. Recalculate Forecasts Actions, Update Account Manager Target Values, Send Forecast Summary Actions
- B. Calculate Advanced Account Forecasts, Recalculate Forecasts Actions, Recalculate Account Manager Targets
- C. Update Account Manager Target Values, Refresh Actuals Calculations, Calculate Advanced Account Forecasts

Correct Answer: B

Section:

Explanation:

Manufacturing Cloud provides some default automation actions that can be used in flows and process builders to streamline the manufacturing processes. These actions are:

Calculate Advanced Account Forecasts: This action calculates the account forecast values based on the sales agreement lines and opportunity line items associated with the account. It also updates the account forecast records with the calculated values.

Recalculate Forecasts Actions: This action recalculates the forecast values based on the changes in the sales agreement lines and opportunity line items. It also updates the forecast records with the recalculated values.

Recalculate Account Manager Targets: This action recalculates the account manager target values based on the changes in the sales agreement lines and opportunity line items. It also updates the account manager target records with the recalculated values.

QUESTION 98

The warranty claim adjudicators on Universal Containers' global warranty team need visibility to all the claim-related data on a single page. This includes information on whether the asset is covered under warranty and a detailed breakup in terms of replaced parts and labor costs.

Which of the following permission set licenses do the claims adjudicators need for this?

- A. Service Console for Manufacturing and Warranty Lifecycle Management Psl
- B. Industry Service Excellence and Warranty Lifecycle Management Psl
- C. Warranty Lifecycle Management Psl and Claims Management Foundation

Correct Answer: A

Section:

Explanation:

The warranty claim adjudicators need the Service Console for Manufacturing permission set license and the Warranty Lifecycle Management Psl permission set license to access all the claim-related data on a single page.

These permission set licenses provide the following access:

Service Console for Manufacturing: This permission set license gives access to the Service Console app, which is a customized version of the standard Service Console that includes Manufacturing Cloud objects and components. The Service Console app provides a unified view of the customer service lifecycle, including engagements, cases, field service events, assets, warranties, and claims.

Warranty Lifecycle Management Psl: This permission set license gives access to the Warranty Lifecycle Management app, which is a specialized app for managing warranty programs and claims. The Warranty Lifecycle Management app provides a comprehensive view of the warranty terms, coverage, claims, payouts, and insights.

