



## **Salesforce**

### **Exam Questions Manufacturing-Cloud-Professional**

Manufacturing Cloud Accredited Professional Exam

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#### NEW QUESTION 1

Which object is required to create a Sales agreement?

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

**Answer:** A

#### Explanation:

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

#### NEW QUESTION 2

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

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

**Answer:** CD

#### Explanation:

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

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#### NEW QUESTION 3

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

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

**Answer:** C

#### Explanation:

n: A stepped calculation method calculates a benefit structure based on the quantity of units sold within a specified range. For example, if you sell 150 units, and the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit, the total benefit is \$500. This is different from the other calculation methods, which are:

? Specified: Calculates a benefit structure based on a fixed amount or percentage for each unit sold.

? Elapsed: Calculates a benefit structure based on the time elapsed since the start of the sales agreement.

? Aggregate: Calculates a benefit structure based on the total quantity of units sold across all products in the sales agreement. References: What Is Manufacturing Cloud?, [Create a Benefit Structure for Sales Agreements]

#### NEW QUESTION 4

Which statement is accurate about Account Manager Targets?

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

**Answer:** B

#### Explanation:

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

products. References: Account Manager Targets in Manufacturing Cloud, Enable Account Manager Targets, What Is Manufacturing Cloud?

#### NEW QUESTION 5

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

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

**Answer:** A

**Explanation:**

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

**NEW QUESTION 6**

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

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

**Answer:** C

**Explanation:**

? To load data into Manufacturing Cloud, you need to follow a specific order of operations to ensure data integrity and avoid errors<sup>1</sup>.

? The order of operations is based on the dependencies and relationships between the objects in Manufacturing Cloud<sup>1</sup>.

? The recommended order of operations is as follows<sup>1</sup>:

? The other options are incorrect because they do not follow the recommended order of operations and may cause data integrity issues or errors.

References:

? Load Data into Manufacturing Cloud - Salesforce

**NEW QUESTION 7**

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

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

**Answer:** D

**Explanation:**

When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to. You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last<sup>1</sup>. References:

? Sales Agreements and Forecasting in Manufacturing Cloud

? Set Up and Configure Sales Agreements

**NEW QUESTION 8**

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

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

**Answer:** A

**Explanation:**

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

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

**NEW QUESTION 9**

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

- A. Active Targets
- B. Pending Targets
- C. Assigned by Me

- D. Assigned to Me
- E. Assigned by Manager

**Answer:** CD

**Explanation:**

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

**NEW QUESTION 10**

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

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

**Answer:** A

**Explanation:**

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

**NEW QUESTION 10**

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

**Answer:** B

**Explanation:**

To conduct proper testing of Manufacturing Cloud, the end users need the following items:

? Sandbox access: A sandbox is a copy of the production environment that allows users to test changes and features without affecting the live data. Manufacturing Cloud offers different types of sandboxes for different testing purposes, such as learning, pre-release, and base12.

? Test data: Test data is a set of realistic and representative data that is used to simulate the actual business scenarios and workflows in Manufacturing Cloud. Test data can be created manually, imported from external sources, or copied from the production environment<sup>34</sup>.

? Process scripts: Process scripts are step-by-step instructions that guide the users through the testing scenarios and expected outcomes. Process scripts help to ensure that the testing is consistent, comprehensive, and aligned with the business requirements . References: Create a Manufacturing Cloud Trial Org, Try Manufacturing Cloud for Free, Create Test Data for Your Full Sandbox, Import Data into Your Org, [Create a Test Plan for Your Salesforce Implementation], [Test Your Salesforce Implementation].

**NEW QUESTION 13**

A custom metric for display on Agreement Terms is needed based on the business requirements. Custom fields and mappings are required between the custom fields of the Sales Agreement Product and Sales Agreement Product Schedule objects.

What should an administrator consider while designing for this requirement?

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

**Answer:** C

**Explanation:**

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

**NEW QUESTION 14**

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

How should a consultant enable this rollout scenario?

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



**Answer:** A

**Explanation:**

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

**NEW QUESTION 18**

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

- A. 0 to 100, 101 to 200, 201 to 300, 301 to 400
- B. 0 to 100, 100 to 200, 200 to 300, 300 to 400
- C. Less than 100, Less than 200, Less than 300, Less than 400
- D. Greater than 100, Less than 200, Less than 300, Less than 400

**Answer:** A

**Explanation:**

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

**NEW QUESTION 23**

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

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

**Answer:** A

**Explanation:**

The recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app is to grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets. These permission sets provide access to the Service Console for Manufacturing app and the components within it, such as the Customer 360 Timeline, the Asset Performance Monitor, and the Warranty Claims Manager<sup>1</sup>. Adding the Service Console for Manufacturing component to the Service Console Lightning Page Layout or creating a custom permission set are not necessary steps to enable the app functionality<sup>2</sup>. References: Set Up Users and Permissions for Manufacturing Cloud, Learn About Service Console for Manufacturing

**NEW QUESTION 28**

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

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

**Answer:** A

**Explanation:**

Rebate Management allows businesses to create and manage rebate programs that reward their partners for meeting sales targets. A rebate program consists of a rebate type, which defines the incentive structure, and a rebate agreement, which specifies the eligible partners and products. A rebate type benefit is a component of a rebate type that defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. A benefit tier is a subcomponent of a rebate type benefit that specifies a range of sales targets and applicable benefit values. The minimum and maximum range values of a benefit tier must be positive integers and must not overlap with other benefit tiers in the same benefit. Therefore, the sequence of 0 to 100 is valid, while the other sequences are not. References: Rebate Management, Create and Manage Rebate Programs, Rebate Management Workflow

**NEW QUESTION 32**

Which three permission set are available with Manufacturing Cloud?

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

**Answer:** BCE

**Explanation:**

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

- ? Manufacturing Account Forecast: This permission set lets users track account forecasts for quantity and revenue metrics of products. Users can view and edit the Account Product Forecast and Account Product Period Forecast objects, as well as the related objects such as Account, Product, and Sales Agreement.
- ? Manufacturing Sales Agreements: This permission set gives users access to sales agreements that work with orders, contracts, and more. Users can view and edit the Sales Agreement and Sales Agreement Line Item objects, as well as the related objects such as Account, Product, and Order.
- ? Manufacturing Account Manager Target: This permission set gives users access to Account Manager Target features that include creating, assigning, and distributing targets. Users can view and edit the Account Manager Target and Account Manager Target Line Item objects, as well as the related objects such as Account, Product, and Sales Agreement.

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

#### NEW QUESTION 37

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

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

**Answer: D**

#### Explanation:

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

#### NEW QUESTION 38

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

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

**Answer: B**

#### Explanation:

To meet the requirements of UC, a Manufacturing Cloud consultant should recommend the following features: Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators. Partner Visit Management helps sales managers schedule visits to dealer and distributor locations, monitor performance, follow up on sales agreements, and capture key metrics<sup>1</sup>. Action Plans allow sales managers to create lists of tasks and associated assessment indicators that are commonly repeated across multiple visits<sup>2</sup>. Generic Visit Key Performance Indicators enable sales managers to compare the expected metrics versus the actual metrics for the key performance indicators they defined and then take necessary actions<sup>3</sup>. These features help UC to standardize the tasks to be performed during visits, understand how effective these visits are in getting partners to renew, and report on this data in Salesforce. The other features are not relevant for the given scenario. Advanced Account Forecasting is used to create holistic forecasts based on sales agreements, orders, opportunities, and account metrics<sup>4</sup>. CRM Analytics for Manufacturing is used to gain insights into sales performance, pipeline health, and customer satisfaction. Experience Cloud is used to create branded digital experiences for customers, partners, and employees. Service Console for Manufacturing is used to provide customer service and support across multiple channels. References: Partner Visit Management Workflow, Build Distributor Relationships with Partner Visit Management, Strengthen Relationships with Partners, Create Holistic Forecasts with Advanced Account Forecasting, [CRM Analytics for Manufacturing], [Experience Cloud], [Service Console for Manufacturing]

#### NEW QUESTION 43

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

**Answer: C**

#### Explanation:

According to the Salesforce Manufacturing Cloud documentation, to apply a rebate program to more than one account, you need to add each account to the members related list on the rebate program. This way, you can enroll multiple accounts as members of the same rebate program and track their transactions and payouts. You can add one account at a time, or use an existing Accounts list view to enroll multiple members. You can also enroll an account in multiple rebate programs if needed<sup>1</sup>. References: 1: Enroll Members to a Rebate Program

#### NEW QUESTION 47

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

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

**Answer:** ABD

**Explanation:**

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

**NEW QUESTION 52**

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

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

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

**Answer:** A

**Explanation:**

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

**NEW QUESTION 55**

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

**Answer:** D

**Explanation:**

Before you create the analytics for manufacturing App, you need to ensure that your data meets some specific requirements. One of these requirements is that at least

one record must exist in each of the Manufacturing cloud objects to be analyzed, such as sales agreements, account forecasts, account manager targets, and rebates. Otherwise, the data fails the CRM Analytics check and you see an error message. Having records in these objects ensures that the app can import and display relevant data for your business1. References: Data Required to Create the Analytics for Manufacturing App

**NEW QUESTION 60**

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

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

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

**Answer:** C

**Explanation:**

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

**NEW QUESTION 61**

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

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

**Answer:** B

**Explanation:**

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



contracts to orders in Salesforce, which Universal Containers does not want to do. References: Choose How Sales Agreement Actuals Are Calculated, Create Orders to Calculate Sales Agreement Actuals

#### NEW QUESTION 66

Which two statements are correct about sales agreement cloning?

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

**Answer:** AB

#### Explanation:

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

#### NEW QUESTION 67

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

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

**Answer:** A

#### Explanation:

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

#### NEW QUESTION 69

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

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

**Answer:** D

#### Explanation:

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

#### NEW QUESTION 71

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

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

**Answer:** AC

#### Explanation:

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

Product Forecast and Account Product Period Forecast Objects, Permission Sets and Licenses for Manufacturing Cloud

#### NEW QUESTION 73

A Salesforce consultant has been tasked with creating an integration user to facilitate order data from an Enterprise Resource Planning (ERP) system into Sales Agreements. The integration will require the ability to write to a custom object.

How should the consultant extend access to grant the necessary permissions for the integration user?

- A. Use a Salesforce administrator account as an integration user and the necessary access will already be granted.
- B. Create permission sets and permission set groups to extend access and grant necessary permissions, then assign it to an integration user.
- C. Extend access and grant necessary permissions through the integration user profile.

**Answer: B**

#### Explanation:

For integrating order data from an ERP system into Sales Agreements in Salesforce, the best practice is to create specific permission sets and possibly permission set groups that grant the necessary permissions, including write access to custom objects.

These permission sets should then be assigned to the integration user account. This approach ensures that the integration user has precisely the access needed without the broad permissions that would come with using a Salesforce administrator account. It also allows for more granular control and security by limiting permissions to only those necessary for the integration's functionality .

#### NEW QUESTION 76

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

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

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

**Answer: C**

#### Explanation:

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

#### NEW QUESTION 80

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

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

**Answer: C**

#### Explanation:

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

? Manufacturing Cloud - Salesforce

? How to Perform Automated Integration Testing in Salesforce

? Automate and Test During Integration

#### NEW QUESTION 84

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

How should the system administrator set up Advanced Account Forecasting?

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

**Answer: C**

#### Explanation:

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

#### NEW QUESTION 89

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

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

**Answer: B**

**Explanation:**

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

**NEW QUESTION 91**

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

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

**Answer: CD**

**Explanation:**

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

**NEW QUESTION 96**

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

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

**Answer: B**

**Explanation:**

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

**NEW QUESTION 101**

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.

**Answer: C**

**Explanation:**

Program Based Business is a feature of Manufacturing Cloud that allows manufacturers to track and manage the demand from their end customers (such as phone brands) and compare it with the actual orders from their channel partners (such as distributors or contract manufacturers). This feature helps manufacturers to plan for future opportunities, optimize their inventory and production, and increase their market share. Program Based Business enables manufacturers to:

- ? Create programs that represent the end customer demand for a specific product or product family over a period of time.
- ? Associate sales agreements and orders with programs to track the actual performance against the program demand.
- ? Use program analytics to monitor the program health, identify gaps and risks, and take corrective actions.
- ? Use program forecasts to generate account forecasts based on the program demand and actuals.

References: Program Based Business Overview, Create a Program, Associate Sales Agreements and Orders with Programs, Use Program Analytics, Use Program Forecasts.

#### NEW QUESTION 104

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

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

**Answer:** ACD

#### Explanation:

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

#### NEW QUESTION 105

Which three options can be defined by an Admin in the Setup area in Account Manager Targets?

- A. Price Book
- B. Target Measure Type
- C. Team Member Hierarchy
- D. Distribution Frequency
- E. Default Currency

**Answer:** BCD

#### Explanation:

Account Manager Targets is a feature of Manufacturing Cloud that allows you to set up and manage sales goals and track performance for your account managers and their teams. To use this feature, you need to enable it in Setup and define some settings that affect how targets are created, assigned, and distributed. The three options that can be defined by an admin in the Setup area in Account Manager Targets are:

? Target Measure Type: This is the unit of measurement for the targets, such as revenue, volume, or any custom measure. You can define up to three target measure types for your org and assign them to different target types. For example, you can have a target type for revenue and another one for volume, and use different target measure types for each one.

? Team Member Hierarchy: This is the hierarchy that determines how targets are rolled up from individual account managers to their managers and so on. You can use the standard User Role hierarchy or a custom hierarchy based on a custom object. The hierarchy affects how targets are distributed, aggregated, and reported.

? Distribution Frequency: This is the frequency at which targets are distributed from parent targets to child targets. You can choose from monthly, quarterly, or yearly distribution. The distribution frequency affects how targets are calculated and displayed for different time periods.

References: Account Manager Targets in Manufacturing Cloud | Salesforce Trailhead Module, Enable Account Manager Targets - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module

#### NEW QUESTION 110

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

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

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

**Answer:** B

#### Explanation:

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

#### NEW QUESTION 112

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

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

**Answer:** B

#### Explanation:

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



#### NEW QUESTION 115

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

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

**Answer: B**

#### Explanation:

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

#### NEW QUESTION 120

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

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

**Answer: C**

#### Explanation:

Email notifications are an out-of-the-box Manufacturing Cloud function that can be used to notify users if automated processes fail. Automated processes are workflows, processes, or Apex triggers that update records based on certain criteria or events. If an automated process fails, Salesforce sends an email to either the admin who last modified the associated flow or the Apex exception email recipients. The email includes the data that??s involved in the process or flow, including user-entered data, and the error message that caused the failure. You can configure the email recipients and the email content in the Process Automation Settings page in Setup. References: = Select Flow and Process Error Email Recipients, Troubleshoot Flow Errors

#### NEW QUESTION 121

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

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

**Answer: BE**

#### Explanation:

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

#### NEW QUESTION 123

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

**Answer: B**

#### Explanation:

Industry Service Excellence and Warranty Lifecycle Management Psl are the permission set licenses that the claims adjudicators need for this requirement. Industry Service Excellence gives users access to the Service Console app, which provides a unified view of all the claim-related data on a single page. Warranty Lifecycle Management Psl gives users access to the Warranty Lifecycle Management features, which enable users to manage warranty contracts, claims, and entitlements. The other options are not sufficient for this requirement. Service Console for Manufacturing does not include the Warranty Lifecycle Management features. Warranty Lifecycle Management Psl and Claims Management Foundation do not include the Service Console app. References: Permission Set Licenses, Set Up Users and Permissions for Manufacturing Cloud, Assign the Manufacturing Permission Sets to Users, Assign Users Permission Sets for Service Lifecycle Features in Manufacturing Cloud



#### NEW QUESTION 125

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

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

**Answer:** B

#### **Explanation:**

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

#### NEW QUESTION 126

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