

# Salesforce.Manufacturing-Cloud-Professional.v2024-04-25.q120

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## NEW QUESTION: 1

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:** ([SHOW ANSWER](#))

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: 2

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

**Answer: B ([LEAVE A REPLY](#))**

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: 3**

Which object is required to create a Sales agreement?

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

**Answer: ([SHOW ANSWER](#))**

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: 4**

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 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.
- B.** 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.
- 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:** ([SHOW ANSWER](#))

**NEW QUESTION: 5**

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

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

**Answer: A** ([LEAVE A REPLY](#))

Explanation

Experience Cloud for Manufacturing is a digital platform that enables manufacturers to create personalized and engaging experiences for their customers, partners, and employees. One of the features of Experience Cloud for Manufacturing is the ability to submit sales agreements for approval using a quick action. This quick action allows users to initiate an approval process for a sales agreement record from the Experience Cloud site, without having to switch to the Salesforce app<sup>12</sup>. References:

Experience Cloud for Manufacturing

Create Automation for Submitting Positions for Approval

**NEW QUESTION: 6**

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

**Answer: B,C** ([LEAVE A REPLY](#))

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 planning<sup>1</sup>.

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 dimension<sup>1</sup>.

References:

1: The CRM Analytics for Manufacturing Template - Salesforce

### **NEW QUESTION: 7**

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

**Answer: A (LEAVE A REPLY)**

### **NEW QUESTION: 8**

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

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

**Answer: B,D (LEAVE A REPLY)**

### **NEW QUESTION: 9**

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 (LEAVE A REPLY)**

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.  
References: What Is Manufacturing Cloud?, Create the Analytics for Manufacturing App

### **NEW QUESTION: 10**

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 (LEAVE A REPLY)**

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: 11**

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

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

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

**Answer: C (LEAVE A REPLY)**

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 agreement<sup>1</sup>. 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 contracts<sup>2</sup>. This mode

creates contracts and orders from the related list of a sales agreement record and derives the actuals from them.

References:

- \* 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

### **NEW QUESTION: 12**

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

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

**Answer: C ([LEAVE A REPLY](#))**

Explanation

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

### **NEW QUESTION: 13**

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.** 10000
- C.** 128
- D.** 50
- E.** No defined limit

**Answer: E ([LEAVE A REPLY](#))**

### **NEW QUESTION: 14**

Badger Power wants to have a complete picture of both their run-rate and net-new business. Which two Manufacturing Cloud functions should be configured?

- A.** Account Based Forecasting
- B.** Opportunity Funnel

- C. Sales Agreements
- D. Collaborative Forecast
- E. Product Forecast

**Answer: A,C ([LEAVE A REPLY](#))**

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 trends<sup>1</sup>.

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 predictable<sup>2</sup>.

References: 1: Account-Based Forecasting 2: Sales Agreements

### **NEW QUESTION: 15**

Universal Containers (UC) has been in the manufacturing industry for many years. The industry has become much more volatile over the years. UC is looking to implement Manufacturing Cloud to manage this volatility.

Which specific business challenge does the implementation of Manufacturing Cloud tackle?

- A. Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders
- B. Connecting stakeholders and assets for real-time collaboration in the field
- C. Connecting to potential buyers and predicting the likelihood of a sale

**Answer: A ([LEAVE A REPLY](#))**

Explanation

Manufacturing Cloud is a solution that enables manufacturers to align their sales and operations teams, improve account-based forecasting, and drive business outcomes. One of the main challenges that Manufacturing Cloud addresses is the volatility of the manufacturing industry, which makes it difficult to plan and execute production and distribution efficiently. By gaining visibility into the entire value chain, manufacturers can improve their forecast accuracy, collaborate with their stakeholders, and respond to changing customer needs and market conditions. References: What Is Manufacturing Cloud?, Inside Salesforce's New Trends in Manufacturing Report

### **NEW QUESTION: 16**

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: A (LEAVE A REPLY)**

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. References: Custom Metric Mapping, Create Custom Metrics for Agreement Terms

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**NEW QUESTION: 17**

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

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

**Answer: A,B (LEAVE A REPLY)**

Explanation

List views for account forecasts are used to filter the accounts that are included in the forecast calculations. By default, only the accounts that are owned by the user or are shared with the user are considered for the forecast. However, an admin can create and share list views with a group of users, such as account managers, to allow them to generate forecasts based on the accounts in the list view. This way, the admin can control which accounts are relevant for the forecast and which users can access them. The other options are not valid for account

forecasts, as they either make the list view visible to all users, which defeats the purpose of filtering, or they limit the visibility to account owners or users above the hierarchy, which may exclude some users who need to see the forecast. References: Configure Account Forecasts, [Work with List Views in Lightning Experience]

### **NEW QUESTION: 18**

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: C,D ([LEAVE A REPLY](#))**

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: 19**

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. Give 'Read' access to the field on the standard Manufacturing Account Forecast' permission set.
- B. Clone the standard permission set Manufacturing Account Forecast to a new permission set with license type Manufacturing Forecast Psl. Grant Read access to the field on the new permission set. Assign the cloned permission set to the Account Managers.
- C. Create a new custom permission set of license type Salesforce'. Grant Read access to the field. Assign the newly created permission set to the Account Managers
- D. Clone the standard permission set Account Forecast to a new permission set with license type 'Salesforce. Grant 'Read' access to the field on the new permission set. Assign the cloned permission set to the Account Managers

**Answer: ([SHOW ANSWER](#))**

### **NEW QUESTION: 20**

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

**Answer: (SHOW ANSWER)**

Explanation

Manufacturing Cloud provides some default automation actions that can be used in flows and process builders to streamline the forecasting process. These actions are1:

**Calculate Advanced Account Forecasts:** This action calculates the forecast values for the advanced account forecast records based on the forecast set, forecast type, and time period. It can be used to generate forecasts for product categories or key revenue measures.

**Recalculate Forecasts Actions:** This action recalculates the forecast values for the account forecast records based on the forecast set, forecast type, and time period. It can be used to update forecasts for run-rate or new business.

**Recalculate Account Manager Targets:** This action recalculates the target values for the account manager target records based on the forecast set, forecast type, and time period. It can be used to update targets for account managers based on their assigned accounts and products.

The other options are not default automation actions provided by Manufacturing Cloud. They are either custom actions or features that require manual configuration. References: 1: Flow Builder and Process Builder Actions for Manufacturing Cloud2

### **NEW QUESTION: 21**

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

How should the administrator reassure the client that data has been accurately calculated?

**A.** Use Data Loader to generate a .csv file and manually compare it to import files.

**B.** Launch the calculations of the Advanced Account Forecast and compare the values with the legacy system.

**C.** Request the users to verify the Advanced Account Forecast values of their accounts.

**Answer: B (LEAVE A REPLY)**

Explanation

The best way to reassure the client that the data has been accurately calculated is to launch the calculations of the Advanced Account Forecast and compare the values with the legacy system. This will ensure that the forecast metrics, such as planned revenue, actual revenue, forecast quantity, and forecast revenue, are consistent and correct. The administrator can use the Data Processing Engine templates to configure the calculations and run them manually or on a schedule<sup>1</sup>. The administrator can also view the forecast results in the Accounts Health dashboard or the Account Forecast tab<sup>2</sup>. Using Data Loader to generate a .csv file and manually compare it to import files is not a reliable method, as it may introduce errors or inconsistencies in the data format or values. Requesting the users to verify the Advanced Account Forecast values of their accounts is not a feasible method, as it may be time-consuming, impractical, or inaccurate, depending on the number and complexity of the accounts. References: Learn How Forecast Data Is Created, View and Adjust Forecasts

### **NEW QUESTION: 22**

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

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

**Answer: C (LEAVE A REPLY)**

Explanation

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

### **NEW QUESTION: 23**

Which two options are available to integrate Oracle ERP orders data with Manufacturing Cloud?

- A.** Use an AppExchange ISV solution
- B.** Use API integration with custom logic

C. Use the ERP integration template

D. Use ANT Migration

**Answer: (SHOW ANSWER)**

Explanation

Salesforce Manufacturing Cloud can be integrated with Oracle ERP orders data using two options:

Use an AppExchange ISV solution: This option allows you to leverage existing solutions from independent software vendors (ISVs) that are available on the Salesforce AppExchange platform. These solutions are designed to simplify and automate the integration process between Salesforce and Oracle ERP systems. Some examples of AppExchange ISV solutions are rSTAR, DBSync, and Jitterbit.

Use API integration with custom logic: This option allows you to use the Salesforce APIs and the Oracle ERP APIs to create custom logic for integrating the orders data between the two systems. You can use any programming language or tool that supports REST or SOAP web services to build the integration logic. You can also use the MuleSoft Accelerator for Manufacturing, which is a prebuilt integration solution that connects Salesforce Manufacturing Cloud with Oracle ERP Cloud1.

References:

ERP and Salesforce: Everything Manufacturers Need To Know

Integrate Salesforce.com with Oracle Integration Cloud

Oracle Cloud Using the Salesforce Adapter with Oracle Integration Cloud All About Integrating Oracle ERP and Salesforce CRM-rSTAR Technologies What Is Manufacturing Cloud? - Salesforce

### **NEW QUESTION: 24**

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

A. Manufacturing Analytics Plus

B. Einstein Analytics Plus

C. Analytics Plus

D. Rebates Management Add on

**Answer: A,D (LEAVE A REPLY)**

Explanation

To access the Rebate analytics functionality in Tableau CRM for Manufacturing, you need two licenses:

Manufacturing Analytics Plus and Rebates Management Add on. Manufacturing Analytics Plus is a license that enables you to use the Analytics for Manufacturing app, which provides out-of-the-box dashboards and reports for sales agreements, forecasts, targets, and rebates.

Rebates Management Add on is a license that enables you to use the Rebate Management feature, which allows you to create and manage custom rebate programs, automate payouts, and review processes. Together, these licenses allow you to perform what-if analysis, monitor

program performance, and collaborate with channel partners using Tableau CRM for Manufacturing. References: Rebate Management - Salesforce Help, Salesforce Manufacturing Cloud Rebates What-If | Tableau Exchange, Streamline Channel Sales with an Intelligent Rebate Strategy - Salesforce

**NEW QUESTION: 25**

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

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 26**

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:** ([SHOW ANSWER](#))

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 users.

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

References: Filter Account Manager Targets with List Views

**NEW QUESTION: 27**

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

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

**Answer: A (LEAVE A REPLY)**

Explanation

The Analytics for Manufacturing App is a prebuilt app that includes dashboards to visualize and analyze data from various Manufacturing Cloud objects, such as sales agreements, account forecasts, account manager targets, and rebates. Before you can create the app, you need to ensure that your data meets some specific requirements, otherwise the app creation fails. One of the requirements is that at least one record must exist in each of the Manufacturing Cloud objects to be analyzed, such as Order, Sales Agreement, Account Forecast, and so on. This ensures that the app has some data to work with and can generate meaningful insights. The other requirements are related to record types, permissions, and field-level security<sup>1</sup>. References: Data Required to Create the Analytics for Manufacturing App, Set Up Analytics for Manufacturing, Deploy CRM Analytics for Manufacturing.

**NEW QUESTION: 28**

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.

**Answer: B (LEAVE A REPLY)**

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. References: Salesforce Help: Add Custom Metrics to Sales Agreements, Salesforce Help: Map Custom Fields Between Sales Agreement Products and Product Schedules

**NEW QUESTION: 29**

Which two options can be used to populate a custom metric so that it shows on forecast grid?

- A. Implement a record trigger flow on Account Product Forecast (APF)
- B. Implement an apex trigger on Account Product Forecast (APF)
- C. Used to recalculate all forecast button on the account forecast settings page

- D. Implement an apex trigger on Account Product period Forecast (APPF)
- E. Implement an record trigger on Account Product period Forecast (APPF)

**Answer: A,E (LEAVE A REPLY)**

To populate a custom metric so that it shows on the forecast grid, you can use either of the following options:

Implement a record trigger flow on Account Product Forecast (APF): A record trigger flow is a type of Salesforce Flow that runs when a record is created, updated, or deleted. You can use a record trigger flow to update the custom metric field on the APF object based on some logic or formula. The APF object stores the forecast data for each account and product combination. The custom metric field must be added to the APF object as a custom field. For example, you can create a record trigger flow that calculates the profit margin as a custom metric by dividing the revenue by the cost for each APF record<sup>1</sup>.

Implement a record trigger on Account Product Period Forecast (APPF): A record trigger is a type of Apex trigger that runs when a record is inserted, updated, deleted, or undeleted. You can use a record trigger to update the custom metric field on the APPF object based on some logic or formula. The APPF object stores the forecast data for each account, product, and period combination. The custom metric field must be added to the APPF object as a custom field. For example, you can create a record trigger that calculates the average revenue per unit as a custom metric by dividing the revenue by the quantity for each APPF record<sup>2</sup>.

The other options are not valid methods to populate a custom metric for the forecast grid.

Implementing an apex trigger on APF or APPF will not work because apex triggers cannot update the same object that triggered them. This will cause a recursive loop and throw an error<sup>3</sup>.

Using the recalculate all forecast button on the account forecast settings page will not work because this button only recalculates the existing metrics based on the account forecast calculation settings. It does not populate any custom metrics that are not part of the calculation settings<sup>4</sup>. References: 1: Create a Record-Triggered Flow | Salesforce Help 2: Triggers | Apex Developer Guide | Salesforce Developers 3: Apex Trigger Best Practices and the Trigger Framework - Salesforce Developers Blog 4: Recalculate All Forecasts | Salesforce Help

### **NEW QUESTION: 30**

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

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

**Answer: B (LEAVE A REPLY)**

Explanation

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

### **NEW QUESTION: 31**

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: A (LEAVE A REPLY)**

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.

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**NEW QUESTION: 32**

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: A,B (LEAVE A REPLY)**

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: 33**

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 (LEAVE A REPLY)**

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: 34**

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

**Answer: B,C,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 35**

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

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

**Answer: C,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 36**

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: ([SHOW ANSWER](#))**

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. References: Salesforce Manufacturing Cloud Implementation Guide, page 25

### **NEW QUESTION: 37**

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: B,C,E (LEAVE A REPLY)**

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: 38**

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

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

D. Update Data Processing Engine job to filter out transactions where Invoice status does not Paid

**Answer: A (LEAVE A REPLY)**

Explanation

To ensure that only invoices with status paid are included in the rebate calculation, the admin should validate the invoice status in the ERP system before bringing the data into Salesforce. This way, the admin can avoid importing unnecessary or inaccurate data that might affect the rebate performance and payout. The other options are not feasible or efficient because: Option B is incorrect because transactions with any status are included in the journal by default. The admin needs to set up eligibility conditions in the rebate types to filter out transactions based on status or other criteria<sup>1</sup>.

Option C is incorrect because creating a custom field in the transaction journal and copying the invoice status data into it is redundant and time-consuming. The invoice status is already available as a standard field in the transaction journal object<sup>2</sup>.

Option D is incorrect because updating the data processing engine job to filter out transactions based on invoice status is not possible. The data processing engine job is used to process the data from the transaction journal into the rebate journal, and it does not have any filtering options<sup>3</sup>.

References: 1: Rebate Types 2: Transaction Journal 3: Data Processing Engine

### **NEW QUESTION: 39**

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

Which data items must a consultant consider when creating sales agreements from historical data for a Manufacturing Cloud solution?

A. Accounts, Orders, Order Lines, Products

B. Accounts, Orders, Order Lines, Invoices

C. Accounts, Orders, Order Lines, Opportunities

**Answer: A (LEAVE A REPLY)**

Explanation

To create sales agreements from historical data for a Manufacturing Cloud solution, the consultant must consider the data items that are required for the sales agreement object and its related objects. The sales agreement object requires an account, a product level, and an actuals calculation mode. The related objects include the sales agreement term object, which stores the planned quantity and revenue information for each product, and the account product period forecast object, which stores the actual quantity and revenue information for each product in each period. The actual quantity and revenue are derived from the orders and order

lines associated with the sales agreement. The products are also required to identify the products that are part of the sales agreement. Therefore, the data items that must be considered are accounts, orders, order lines, and products. References: Sales Agreement Object, Sales Agreement Term Object, Account Product Period Forecast Object

#### **NEW QUESTION: 40**

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.

**Answer: C (LEAVE A REPLY)**

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. References: [Salesforce Manufacturing Cloud Implementation Guide], [Data Integration]

#### **NEW QUESTION: 41**

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 (LEAVE A REPLY)**

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 business<sup>1</sup>. References: Data Required to Create the Analytics for Manufacturing App

#### **NEW QUESTION: 42**

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:** ([SHOW ANSWER](#))

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<sup>2</sup>. References: Create Benefits for a Rebate Type

#### **NEW QUESTION: 43**

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

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

**Answer:** ([SHOW ANSWER](#))

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. References: [Configure Account Forecasts], [Account Forecast Settings]

#### **NEW QUESTION: 44**

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

**Answer: D** ([LEAVE A REPLY](#))

#### **NEW QUESTION: 45**

The service agents at Universal Containers reported that it takes too long to find information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims. What should the consultant recommend to make the support process easier?

- A. Create a custom Case Lightning record page.
- B. Enable the Service Console app.
- C. Enable the Service Console for Manufacturing app.

**Answer: C** ([LEAVE A REPLY](#))

Explanation

The Service Console for Manufacturing app is a prebuilt app that provides a unified console for customer service representatives (CSRs) to view and manage information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims<sup>1</sup>.

The app also provides features such as a timeline of interactions, contextual alerts, relevant actions, and knowledge articles to help CSRs resolve customer issues and provide proactive service<sup>1</sup>.

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

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

References:

Service Console for Manufacturing - Salesforce  
Get Started with Manufacturing Cloud for Service - Salesforce

**NEW QUESTION: 46**

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

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

**Answer: (SHOW ANSWER)**

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

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**NEW QUESTION: 47**

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

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

**Answer: E (LEAVE A REPLY)**

**NEW QUESTION: 48**

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

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

**Answer: (SHOW ANSWER)**

Explanation

To create a rebate benefit defined by a product dimension, the admin needs to add a related list of Benefit Mappings on the Rebate Type object. Benefit Mappings allow the admin to specify the criteria for qualifying products, such as product family, product category, or product name. The admin can also define the benefit value and the benefit type (percentage or fixed amount) for each product dimension. Benefit Mappings are used to calculate the payout amount for each rebate program based on the actual sales of the qualifying products.

References: : Create and Manage Rebate Programs Unit | Salesforce Trailhead : Rebate Management Standard Objects - Salesforce Developers

#### **NEW QUESTION: 49**

Manufacturing Cloud supports which two types of Experience Clouds?

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

**Answer: B,E (LEAVE A REPLY)**

#### **NEW QUESTION: 50**

Which two options can be used to populate a custom metric so that it shows on forecast grid?

- A. Used to recalculate all forecast button on the account forecast settings page
- B. Implement an apex trigger on Account Product period Forecast (APPF)
- C. Implement a record trigger on Account Product period Forecast (APPF)
- D. Implement a record trigger flow on Account Product Forecast (APF)
- E. Implement an apex trigger on Account Product Forecast (APF)

**Answer: B,C (LEAVE A REPLY)**

#### **NEW QUESTION: 51**

Which object is required to create a Sales agreement?

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

E. Quote

**Answer: (SHOW ANSWER)**

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. References: Salesforce Help: Create a Sales Agreement

**NEW QUESTION: 52**

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

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

**Answer: A,C (LEAVE A REPLY)**

Explanation

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

**NEW QUESTION: 53**

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

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

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 54**

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

- A. At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.

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

**Answer: A (LEAVE A REPLY)**

Explanation

Before creating the Analytics for Manufacturing App, users need to ensure that their Salesforce org has the required data for the app to work properly. One of the data requirements is that at least one record must exist in each of the Manufacturing Cloud objects to be analyzed, such as Account Manager Targets, Sales Agreements, and Advanced Account Forecast Sets. If the org does not have any records in these objects, the app creation will fail and users will get an error message instructing them to add the required data and try again.

### **NEW QUESTION: 55**

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

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

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

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

**Answer: C (LEAVE A REPLY)**

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.

References:

Sales Agreement Metrics

Data Processing Engine (DPE) Templates

## Advanced Account Forecast Fact

### NEW QUESTION: 56

When a target is charged in account manager targets, which action must to be taken to reflect this change to account manager assignment values?

- A. Propagate to assignments
- B. assignment

**Answer: A ([LEAVE A REPLY](#))**

### NEW QUESTION: 57

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

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

**Answer: B,E ([LEAVE A REPLY](#))**

Explanation

Changing the forecast frequency from quarterly to monthly in the account settings will affect the existing account forecasts in two ways:

A full regeneration of all the eligible account forecasts will be carried out. This means that the existing account forecasts will be deleted and new ones will be created based on the new frequency. The regeneration process may take some time depending on the number of accounts and products involved<sup>1</sup>.

All the previously active account forecasts will expire. This means that the account managers will not be able to view or edit the old account forecasts that were based on the quarterly frequency. They will only see the new account forecasts that are based on the monthly frequency<sup>2</sup>.

References: Change the Forecast Frequency, Account Forecast Expiration

### NEW QUESTION: 58

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: ([SHOW ANSWER](#))**

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: 59**

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

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

**Answer: ([SHOW ANSWER](#))**

Explanation

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

**NEW QUESTION: 60**

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

What should a Manufacturing Cloud consultant recommend for configuring forecasting?

- A. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.

**B.** Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.

**C.** Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.

**Answer: A (LEAVE A REPLY)**

Explanation

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

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

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

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

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

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

Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.

References:

Create and Configure Forecast Sets - Salesforce

Configure Forecast Sets Unit | Salesforce Trailhead

## **NEW QUESTION: 61**

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

**A.** Delete, add, clone and transform journal transactions.

**B.** Query, extract, filter and aggregate journal transactions

**C.** It includes custom metrics in the transaction journal

**D.** It applies the benefit structure and creates payouts

**Answer: B (LEAVE A REPLY)**

Explanation

Data Processing Engine (DPE) is a feature of Rebate Management that allows you to transform data that is available in your Salesforce org and write back the transformation results as new or updated records. You can use DPE to process data for standard and custom objects. Rebate Management has DPE templates that you can clone and customize to suit your business needs. The templates either help you to aggregate transactions by different

criteria, or help you to manage other rebate processes. The out-of-the-box DPE jobs in Rebate Management use the templates to query, extract, filter and aggregate journal transactions based on the eligibility criteria and calculation definitions of the rebate types. The aggregated data is then stored in the Rebate Member Product Aggregate object, which is used to calculate the payouts for the program members. References: Data Processing Engine in Rebate Management | Salesforce Trailhead Module, Data Processing Engine Templates with Rebate Management - Salesforce, Data Processing Engine | Rebate Management Developer Guide | Salesforce Developers, Data Processing Engine, Batch Management, and Invocable Actions | Rebate Management Developer Guide | Salesforce Developers

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#### **NEW QUESTION: 62**

An organization is looking to support channel partners but has yet to onboard them digitally. The organization would like to work closely with its partners to plan their work and support them by providing functionality, insights, and data.

What should the organization do to fill this gap?

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

**Answer: ([SHOW ANSWER](#))**

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

#### **NEW QUESTION: 63**

Badger Power wants to have a complete picture of both their run-rate and net-new business. Which two Manufacturing Cloud functions should be configured?

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

**Answer: A,C ([LEAVE A REPLY](#))**

Explanation

Account Based Forecasting and Sales Agreements are two Manufacturing Cloud functions that should be configured to have a complete picture of both run-rate and net-new business.

Account Based Forecasting allows you to forecast your sales revenue based on the account level, rather than the opportunity level. This gives you more visibility into the demand from your existing customers, as well as the potential from new customers. Sales Agreements allow you to manage the sales lifecycle of your long-term contracts with customers, including pricing, volumes, and order realization. This helps you to track and fulfill your run-rate business, as well as to identify and capture new business opportunities within your agreements.

References: Forecast Your Run-Rate and New Business with Account-Based Forecasting - Salesforce Help, [Create and Work with Sales Agreements - Salesforce Help]

#### **NEW QUESTION: 64**

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

**Answer: B,E ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 65**

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

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

**Answer: B,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 66**

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: C,D ([LEAVE A REPLY](#))**

Explanation

The Forecast Analysis dashboard in Tableau CRM for Manufacturing allows users to monitor the accuracy of their forecast based on the forecasted, adjusted, and actual revenue and quantity. With this dashboard, users can analyze how forecasts vary across time and plan measures to improve forecast accuracy. Two of the key performance indicators that can be calculated on this dashboard are:

Mean absolute percentage error (MAPE): This is a measure of how close the forecasted values are to the actual values. It is calculated as the average of the absolute percentage errors for each period. A lower MAPE indicates a more accurate forecast.

Actual vs Forecasted Revenue: This is a comparison of the actual revenue and the forecasted revenue for each period. It shows how much the revenue deviated from the forecast and whether the forecast was overestimated or underestimated.

#### **NEW QUESTION: 67**

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

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

**Answer: ([SHOW ANSWER](#))**

Explanation

According to the Salesforce Manufacturing Cloud documentation<sup>1</sup>, if you modify the forecast display settings, such as the forecast start period, the forecast frequency, or the forecast display duration, all active forecast records expire, and the regenerated records replace them. These actions trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria. Updating the forecast adjustment period or the forecast formula does not affect the forecast display settings, and therefore does not trigger the regeneration of account forecasts. References: Configure Forecast Generation and Display Settings

#### **NEW QUESTION: 68**

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 (LEAVE A REPLY)**

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.

References: Rebate Programs, Rebate Program Members

### **NEW QUESTION: 69**

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: A (LEAVE A REPLY)**

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.

References: Service Console for Manufacturing Permission Set License, Warranty Lifecycle Management Psl Permission Set License

### **NEW QUESTION: 70**

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

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

**A.** Update the non-System Administrator user profiles, giving them the View All and Modify All data permissions on the Sales Agreement object.

**B.** Clone the standard Manufacturing Sales Agreements permission set, deselect the mass update for Sales Agreements, and assign the cloned permission set to all non-System Administrator users.

**C.** Edit the standard Manufacturing Sales Agreements permission set, deselect the mass update for Sales Agreements, and assign the permission set to all non-System Administrator users.

**Answer: B** ([LEAVE A REPLY](#))

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 agreements<sup>1</sup>. 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.

References:

- \* Create a Permission Set
- \* Clone a Permission Set
- \* Assign a Permission Set

#### **NEW QUESTION: 71**

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: (SHOW ANSWER)**

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: 72**

Universal Containers just went live with Manufacturing Cloud. The administrator has been tasked with uploading sales agreement data into the system.

In which order does the administrator need to approach this task for a complete and accurate representation of sales transactions?

**A.** Insert Sales Agreements, Insert Sales Agreement Products, Insert Sales Agreement Product Schedule

**B.** Insert Sales Agreements, Insert Sales Agreement Products, Update Sales Agreement Product Schedule

**C.** Update Sales Agreements, Update Sales Agreement Products, Update Sales Agreement Product Schedule

**Answer: A (LEAVE A REPLY)**

Explanation

To upload sales agreement data into Manufacturing Cloud, the administrator needs to follow a specific order of operations to ensure data integrity and avoid errors. The order of operations is based on the dependencies and relationships among the objects involved in sales agreements. The objects are:

**Sales Agreement:** This object represents the negotiated business transaction between an account and a manufacturer. It contains information such as the account, the product level, the actuals calculation mode, the start and end dates, the status, and the approval process.

**Sales Agreement Product:** This object represents the product that is part of the sales agreement. It contains information such as the product, the quantity, the revenue, and the metrics.

**Sales Agreement Product Schedule:** This object represents the planned quantity and revenue for each product in each period of the sales agreement. It contains information such as the product, the period, the quantity, the revenue, and the metrics.

The administrator needs to insert the sales agreement records first, as they are the parent records of the sales agreement products and schedules. The administrator also needs to insert the sales agreement products before the sales agreement product schedules, as the schedules are the child records of the products. The administrator can use the Data Loader tool or the API to insert the data in batches. The administrator can also use the Mass Update Sales Agreement action to update the sales agreement data in bulk1.

### **NEW QUESTION: 73**

When a target is charged in account manager targets, which action must to be taken to reflect this change to account manager assignment values?

**Answer:**

Propagate to assignments

### **NEW QUESTION: 74**

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

**Answer: A,B,E ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 75**

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.

**Answer: ([SHOW ANSWER](#))**

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. References: [Salesforce Manufacturing Cloud Implementation Guide], [Data Integration]

#### **NEW QUESTION: 76**

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

**Answer: ([SHOW ANSWER](#))**

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**NEW QUESTION: 77**

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

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

**Answer: (SHOW ANSWER)**

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. References:

- \* 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

**NEW QUESTION: 78**

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

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

**Answer: B,C (LEAVE A REPLY)**

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.

References:

- \* 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

### **NEW QUESTION: 79**

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

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

**Answer: A,B,E (LEAVE A REPLY)**

Explanation

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

Actuals are the quantities of products that have been fulfilled or shipped to the customer as part of a sales agreement<sup>1</sup>. Manufacturing Cloud calculates actuals based on orders that are associated with a sales agreement<sup>2</sup>. For an order to be included in the actuals calculation process, the following three conditions need to be fulfilled<sup>23</sup>:

The order needs to have Status = Activated. Only activated orders are considered for actuals calculation.

Draft orders are not included.

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

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

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

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### **NEW QUESTION: 80**

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

**Answer: A (LEAVE A REPLY)**

Explanation

Account Manager Targets allow UC to set and track quantity and revenue targets at the manager level, and distribute them to their team members and accounts<sup>1</sup>.

Sales Agreements allow UC to manage run-rate or long-term negotiated business with their customers, and track the order realization against the agreed terms<sup>1</sup>.

Advanced Account Forecasting allow UC to forecast their sales on a rolling 12-month basis using data from opportunities, sales agreements, past orders, and market data<sup>1</sup>.

CRM Analytics for Manufacturing App is a prebuilt app that provides insights into sales performance, account health, and customer satisfaction, but it does not address the requirements of UC<sup>2</sup>.

Account Based Forecasting is a feature that allows UC to forecast their sales based on account hierarchy, but it does not use data from sales agreements or market data<sup>3</sup>.

References:

What Is Manufacturing Cloud? - Salesforce

CRM Analytics for Manufacturing App - Salesforce

Account Based Forecasting - Salesforce

### **NEW QUESTION: 81**

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

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

**Answer: E (LEAVE A REPLY)**

### NEW QUESTION: 82

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

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

**Answer: (SHOW ANSWER)**

Explanation

In Tableau CRM for Manufacturing, the user types that can be selected to receive credit for an order in the Tableau CRM configuration wizard when calculating actuals against account manager targets are:

Opportunity Owner: The user who owns the opportunity that is associated with the order. This option is useful when you want to track the performance of the sales reps who closed the deals that resulted in the orders<sup>2</sup>.

Custom Lookup Field for a user on Account: The user who is referenced by a custom lookup field on the account that is associated with the order. This option is useful when you want to track the performance of a specific role or function that is related to the account, such as a regional manager or a service agent<sup>2</sup>.

Order Owner: The user who owns the order. This option is useful when you want to track the performance of the users who are responsible for fulfilling the orders<sup>2</sup>. References: Configure Tableau CRM for Manufacturing

### NEW QUESTION: 83

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: C,D (LEAVE A REPLY)**

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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developer.salesforce.com2blob:https://www.bing.com/c30db82f-7512-4b86-8ad0-68f8704ae728

trailhead.salesforce.com

#### **NEW QUESTION: 84**

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

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

**Answer: E (LEAVE A REPLY)**

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.

References: : [Tableau CRM for Manufacturing Security Predicates]

#### **NEW QUESTION: 85**

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

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

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

**Answer: A (LEAVE A REPLY)**

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. References: [Salesforce Mobile App Basics], [Assign the Mobile User Permission]

### **NEW QUESTION: 86**

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.

**Answer: (SHOW ANSWER)**

Explanation

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

### **NEW QUESTION: 87**

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

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

**Answer: C (LEAVE A REPLY)**

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. References: Create a Sales Agreement, Get Started with Sales Agreements

**NEW QUESTION: 88**

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

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 89**

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer.

Each agreement contains Product A.

Via manual API upload, a new order containing Product A comes in for the current quarter.

Which Sales Agreement will this new order be linked to?

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

**Answer: ([SHOW ANSWER](#))**

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. References: SalesAgreement, Set Up and Configure Sales Agreements

**NEW QUESTION: 90**

The Analytics for Manufacturing app has the following three modules: Sales Agreements, Account Based Forecasts, and Account Manager Targets.

Which installation setup option is available for the administrator in the selection of modules?

- A. The administrator must select all three modules for the app to be installed.

- B. The administrator cannot change the default selection of modules.
- C. The administrator can choose any combination of modules based on the business need.

**Answer: (SHOW ANSWER)**

Explanation

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

#### **NEW QUESTION: 91**

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 (LEAVE A REPLY)**

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

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#### **NEW QUESTION: 92**

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

**Answer: B,D (LEAVE A REPLY)**

#### **NEW QUESTION: 93**

Which two statements are correct about sales agreement cloning?

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

**Answer: (SHOW ANSWER)**

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. References: Clone a Sales Agreement, Sales Agreement Fields

#### **NEW QUESTION: 94**

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

**Answer: D (LEAVE A REPLY)**

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.

References: [Create Rebate Types], [Set Up Eligibility Criteria for Rebate Types], [Rebate Type Fields]

#### **NEW QUESTION: 95**

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer.

Each agreement contains Product A. Via manual API upload, a new order containing Product A comes in for the current quarter. Which Sales Agreement will this new order be linked to?

- A. The Sales Agreement that was activated last will be linked to the order.

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

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 96**

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.

**Answer: C (LEAVE A REPLY)**

Explanation

When designing a Manufacturing Cloud implementation, it is important to consider the data sources and quality of the existing third-party systems that will be integrated with Manufacturing Cloud. One of the key considerations is to determine the system of record for each data category required by the business, such as customer information, product data, order history, inventory levels, and so on. The system of record is the authoritative source of data that is trusted and maintained by the business. By identifying the system of record for each data category, you can ensure data consistency, accuracy, and integrity across the integrated systems.

You can also avoid data duplication, conflicts, and errors that may arise from having multiple sources of data for the same category. References: What Is Manufacturing Cloud?, Data Integration

#### **NEW QUESTION: 97**

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business.

The actuals are updated directly from the orders.

In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

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

**Answer: B (LEAVE A REPLY)**

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. References: Migrate Data to Manufacturing Cloud, Sales Agreements, Orders

**NEW QUESTION: 98**

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:** ([SHOW ANSWER](#))

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: 99**

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 ([LEAVE A REPLY](#))

**NEW QUESTION: 100**

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.

**Answer:** B ([LEAVE A REPLY](#))

Explanation

The first step for Manufacturing Cloud implementation is to enable Manufacturing Cloud features in Setup.

This step allows you to access the Manufacturing Cloud objects, fields, tabs, and components in your org. You can enable Manufacturing Cloud features for Sales, Service, or both, depending on your business needs. To enable Manufacturing Cloud features, you need to have the Customize Application permission and the Manufacturing Cloud license assigned to you<sup>1</sup>. References: Enable Manufacturing Cloud Features

### **NEW QUESTION: 101**

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

**Answer: A,B (LEAVE A REPLY)**

### **NEW QUESTION: 102**

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

**Answer: D (LEAVE A REPLY)**

The admin at Badger Power should use option D: Set up an eligibility criteria for this rebate type with activity Date  $\geq$  Jan1 and  $\leq$  Jan31. This will ensure that any transactions completed in January will be eligible for the rebate type. Additionally, it is important to note that the effective date on the Rebate Type should also be set for January to ensure that the rebate type is active for the duration of the month. For more information on how to set up a Rebate Type, please see the Salesforce documentation here: [https://help.salesforce.com/articleView?id=rebate\\_types\\_overview.htm&language=en\\_US&type=0](https://help.salesforce.com/articleView?id=rebate_types_overview.htm&language=en_US&type=0).

### **NEW QUESTION: 103**

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

- A. It tracks product growth trends
- B. It tracks performance against account manager targets

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

**Answer: ([SHOW ANSWER](#))**

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. References: Time Series Forecasting Transformation: Forecast Measures

#### **NEW QUESTION: 104**

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

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

**Answer: ([SHOW ANSWER](#))**

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. References: Salesforce Help: Calculate Actuals for Sales Agreements

#### **NEW QUESTION: 105**

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

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

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 106**

Which two objects do not support triggers?

- A. Account Forecast Adjustments (AFA)

- B. Account Product Forecast (APF)
- C. Account Forecast (AF)
- D. Account Product Period Forecast (APPF)

**Answer: B,D ([LEAVE A REPLY](#))**

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**NEW QUESTION: 107**

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

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

**Answer: A ([LEAVE A REPLY](#))**

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. References:

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

**NEW QUESTION: 108**

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

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

**Answer: C,D ([LEAVE A REPLY](#))**

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.

#### **NEW QUESTION: 109**

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: ([SHOW ANSWER](#))**

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: 110**

Universal Containers just went live with Manufacturing Cloud. The administrator has been tasked with uploading sales agreement data into the system.

In which order does the administrator need to approach this task for a complete and accurate representation of sales transactions?

**A.** Insert Sales Agreements, Insert Sales Agreement Products, Insert Sales Agreement Product Schedule

**B.** Insert Sales Agreements, Insert Sales Agreement Products, Update Sales Agreement Product Schedule

**C.** Update Sales Agreements, Update Sales Agreement Products, Update Sales Agreement Product Schedule

**Answer: A** ([LEAVE A REPLY](#))

Explanation

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

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

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

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

The other options are not correct because they involve updating the sales agreement data instead of inserting it.

Updating the data requires the data to be already present in the system, which is not the case for a new implementation. Also, updating the sales agreement product schedule is not necessary if the schedule is inserted correctly in the first place. References: SalesAgreement | Manufacturing Cloud Developer Guide, SalesAgreementProduct | Manufacturing Cloud Developer Guide, SalesAgreementProductSchedule | Manufacturing Cloud Developer Guide, Import Data into Manufacturing Cloud

### **NEW QUESTION: 111**

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

**A.** Assigned to Me

**B.** Active Targets

**C.** Pending Targets

**D.** Assigned by Manager

**E.** Assigned by Me

**Answer: (**[SHOW ANSWER](#)**)**

### **NEW QUESTION: 112**

Which two statements are correct about sales agreement cloning?

A) The product details are copied over from the original sales agreement

**A.** The new sales agreement is created in draft status

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

**Answer: B,C ([LEAVE A REPLY](#))**

### **NEW QUESTION: 113**

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 ([LEAVE A REPLY](#))**

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. References: : [Manufacturing Cloud Implementation Guide - Salesforce] : [System Integration Testing - Salesforce]

### **NEW QUESTION: 114**

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

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

**Answer: D ([LEAVE A REPLY](#))**

This feature enables businesses to compare the actual performance of their accounts against their sales goals and identify areas where additional effort is needed to maximize revenue. Additionally, this feature can help businesses identify and analyze trends in their sales performance over time, enabling them to make data-driven decisions to optimize their sales strategy.

### **NEW QUESTION: 115**

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: (SHOW ANSWER)**

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: 116**

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

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

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 117**

Which two options are available to integrate Oracle ERP orders data with Manufacturing Cloud?

- A. Use an AppExchange ISV solution
- B. Use API integration with custom logic
- C. Use the ERP integration template
- D. Use ANT Migration

**Answer: (SHOW ANSWER)**

Explanation

To integrate Oracle ERP orders data with Manufacturing Cloud, you can use an AppExchange ISV solution or use API integration with custom logic. An AppExchange ISV solution is a third-party application that is certified by Salesforce and can be installed from the AppExchange

marketplace. API integration with custom logic is a custom development approach that uses the Salesforce APIs to connect with Oracle ERP and implement the business logic for data synchronization. References:

AppExchange ISV Solutions

API Integration with Custom Logic

### **NEW QUESTION: 118**

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: B,C,E ([LEAVE A REPLY](#))**

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

### **NEW QUESTION: 119**

What are some key considerations in ensuring an efficient and successful global rollout of Manufacturing Cloud?

- A.** Manufacturers may have one or many versions of core systems like an Enterprise Resource Planning (ERP) that will require integrations and design considerations that vary.
- B.** Rollouts must be phased rather than done simultaneously because Manufacturing Cloud has regional and data volume limitations.
- C.** There are language requirements, legal variation by geography, and cultural differences.

**Answer: A,C ([LEAVE A REPLY](#))**

Explanation

n: When planning a global rollout of Manufacturing Cloud, some key considerations are: Manufacturers may have one or many versions of core systems like an Enterprise Resource Planning (ERP) that will require integrations and design considerations that vary. Manufacturing Cloud can integrate with existing ERP systems and Order Management Systems (OMS) by using APIs, the MuleSoft Accelerator for Manufacturing, or other middleware solutions<sup>1</sup>. However, different versions of ERP systems may have different data

models, business processes, and security requirements that need to be taken into account when designing and implementing the integrations<sup>2</sup>.

There are language requirements, legal variation by geography, and cultural differences.

Manufacturing Cloud supports multiple languages and currencies, but it also needs to comply with the local laws and regulations of each country or region where it operates<sup>1</sup>. For example, there may be different tax rules, privacy policies, or data protection standards that affect how Manufacturing Cloud handles and stores customer data<sup>3</sup>. Additionally, there may be cultural differences in how customers and partners communicate, negotiate, and collaborate, which may require adjustments in the user interface, workflows, and analytics of Manufacturing Cloud<sup>4</sup>. References: Considerations for Working with Manufacturing, What Is Manufacturing Cloud?, Salesforce Blog: Manufacturing Cloud, Salesforce Manufacturing Cloud: enabling customer centricity for manufacturers

### **NEW QUESTION: 120**

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

**A.** Validate invoice status in ERP before bringing into Salesforce.

**B.** Additional steps are not needed. Only transactions with Status = Paid are included in the Journal,

**C.** Create a custom field in Transaction Journal, copy Invoice Status data into custom field, then use as an eligibility condition in Rebate Types

**D.** Update Data Processing Engine job to filter out transactions where Invoice status does not Paid

**Answer: A (LEAVE A REPLY)**

Explanation

To ensure that only invoices with status paid are included in the rebate calculation, the admin should validate the invoice status in the ERP system before bringing the data into Salesforce. This way, the admin can avoid importing unnecessary or inaccurate data that might affect the rebate performance and payout. The other options are not feasible or efficient because:

\* Option B is incorrect because transactions with any status are included in the journal by default. The admin needs to set up eligibility conditions in the rebate types to filter out transactions based on status or other criteria<sup>1</sup>.

\* Option C is incorrect because creating a custom field in the transaction journal and copying the invoice status data into it is redundant and time-consuming. The invoice status is already available as a standard field in the transaction journal object<sup>2</sup>.

\* Option D is incorrect because updating the data processing engine job to filter out transactions based on

\* invoice status is not possible. The data processing engine job is used to process the data from the transaction journal into the rebate journal, and it does not have any filtering options<sup>3</sup>.

References: 1: Rebate Types 2: Transaction Journal 3: Data Processing Engine

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