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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q61-Q66):

NEW QUESTION # 61

A manufacturing company makes parts designed to go into finished goods (like a cell phone). However, the company sells to distributors and contract manufacturers who make the phone for the phone brand company. The manufacturing company is not the only approved supplier of the part. Which feature of Manufacturing Cloud should the manufacturing company utilize to help with future opportunity planning?

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

Answer: B

Explanation:

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

Create programs that represent the end customer demand for a specific product or product family over a period of time.

Associate sales agreements and orders with programs to track the actual performance against the program demand.

Use program analytics to monitor the program health, identify gaps and risks, and take corrective actions.

Use program forecasts to generate account forecasts based on the program demand and actuals. References: Program Based Business Overview, Create a Program, Associate Sales Agreements and Orders with Programs, Use Program Analytics, Use Program Forecasts.

NEW QUESTION # 62

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

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

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

Answer: A

Explanation:

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

NEW QUESTION # 63

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

Answer: B

Explanation:

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

NEW QUESTION # 64

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

Answer: A

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 # 65

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

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

Answer: D

Explanation:

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

Experience Cloud for Manufacturing

Create Automation for Submitting Positions for Approval

NEW QUESTION # 66

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The Equivalence of Iterative and Recursive Structures, In many AP-213 cases, if you have a strong tonal contrast, as I did here, the

