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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q94-Q99):

NEW QUESTION # 94

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

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

Answer: D

Explanation:

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

NEW QUESTION # 95

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

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

Answer: A,B,C

Explanation:

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

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

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

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

NEW QUESTION # 96

Which automation must the consultant consider when loading order data associated with sales agreements for actual calculations?

- A. Orders with the same date as the sales agreement start date will be included in the actual quantity in the sales agreements

as long as the sales agreement's status is Activated and the order status is Activated.

- B. If order quantities related to the sales agreements are uploaded in bulk at regular intervals using API upload, the application will reflect these updates after the daily scheduled Salesforce jobs.
- C. Actuals are calculated through an hourly automated process, and users must wait until the top of the hour to see the actual results after loading new orders.

Answer: B

NEW QUESTION # 97

Which two statements are correct about sales agreement cloning?

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

Answer: D,E

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 # 98

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

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

Answer: A,B

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 # 99

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