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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q39-Q44):

### NEW QUESTION # 39

Universal Containers1 field reps want to have a more accurate picture of their distributor's business. The field rep will compare and

update expected versus actual order values during the next visit.

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

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

**Answer: C**

Explanation:

The Advanced Account Forecast object is used to track the expected and actual order values for each account and product family. It allows field reps to compare the forecasted and actual order values for each account and product family, and update them as needed. The Advanced Account Forecast object also enables field reps to collaborate with their distributors and align on the sales agreements, orders, and brand-promotion campaigns<sup>12</sup>. References: Meet Manufacturing Cloud, Strengthen Relationships with Partners

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

A consultant implementing Manufacturing Cloud wants to see the actual orders in sales agreements. How should the consultant automate this process?

- A. By manually updating the quantities for every schedule when a sales agreement is active
- B. By importing the quantities using an API on a daily scheduled Job
- **C. By selecting one of the options in the Actuals Calculation section on the Sales Agreement Setup page**

**Answer: C**

Explanation:

To automate the process of showing actual orders in sales agreements, the consultant should navigate to the Sales Agreement Setup page and select an option from the Actuals Calculation section. This setup allows for the automatic calculation and display of actual quantities for each schedule when a sales agreement is active, thereby streamlining the process and ensuring the accuracy of data presented in sales agreements .

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

A manufacturing cloud user is in the process of adding products to an order that is on active sales agreement.

Which status the order be in , to make the addition

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

**Answer: B**

Explanation:

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

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

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: D**

Explanation:

Benefit mappings are used to define the product dimensions for a rebate benefit. Product dimensions are the criteria that determine which products are eligible for a rebate benefit. For example, you can create a product dimension based on product family, product line, or product category. You can also create custom product dimensions to suit your business needs<sup>1</sup>. To create a product dimension for a rebate benefit, you need to add a benefit mapping related list to the benefit record and specify the dimension type and values<sup>2</sup>. References: 1:

Define Product Dimensions for Rebate Benefits | Salesforce Help<sup>3</sup>, 2: Create Benefits and Activate a Program Unit | Salesforce Trailhead<sup>4</sup>

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

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

**Answer: B**

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 # 44**

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