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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q118-Q123):

NEW QUESTION # 118

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

Answer: C

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 # 119

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: C

NEW QUESTION # 120

Badger Power is using Manufacturing Cloud. Forecasts have been set up and generated for all of their accounts. The forecast formula was recently adjusted to reflect Opportunity Probability. Which action will this trigger?

- A. Recalculation of all forecast(s).
- B. Regeneration of all active forecast(s).
- C. Regeneration of all forecast(s).
- D. Recalculation of all active forecast(s).

Answer: C

Explanation:

When you change the forecast formula, the existing forecasts are deleted and new forecasts are generated using the updated formula. This applies to all forecasts, regardless of their status. Therefore, the correct answer is C. Regeneration of all forecast(s).

References: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

NEW QUESTION # 121

Partner managers from Universal Containers (UC) are performing onsite visits to their distribution partners.

During the visit they have a goal of getting partners to renew the terms of their sales agreements with UC.

Leadership wants to understand how effective these in-person visits are in getting partners to renew. They would also like to

standardize the tasks to be performed during these visits and report on this data in Salesforce.

Which features should a Manufacturing Cloud consultant recommend to meet these requirements?

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

Answer: C

Explanation:

To meet the requirements of UC, a Manufacturing Cloud consultant should recommend the following features: Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators. Partner Visit Management helps sales managers schedule visits to dealer and distributor locations, monitor performance, follow up on sales agreements, and capture key metrics¹. Action Plans allow sales managers to create lists of tasks and associated assessment indicators that are commonly repeated across multiple visits². Generic Visit Key Performance Indicators enable sales managers to compare the expected metrics versus the actual metrics for the key performance indicators they defined and then take necessary actions³.

These features help UC to standardize the tasks to be performed during visits, understand how effective these visits are in getting partners to renew, and report on this data in Salesforce. The other features are not relevant for the given scenario. Advanced Account Forecasting is used to create holistic forecasts based on sales agreements, orders, opportunities, and account metrics⁴. CRM Analytics for Manufacturing is used to gain insights into sales performance, pipeline health, and customer satisfaction. Experience Cloud is used to create branded digital experiences for customers, partners, and employees. Service Console for Manufacturing is used to provide customer service and support across multiple channels. References: Partner Visit Management Workflow, Build Distributor Relationships with Partner Visit Management, Strengthen Relationships with Partners, Create Holistic Forecasts with Advanced Account Forecasting, [CRM Analytics for Manufacturing], [Experience Cloud], [Service Console for Manufacturing]

NEW QUESTION # 122

What is the recommended way to calculate an Account Based Forecast for the next 13 months in the formula builder?

- A. Create 13 separate formulas.
- B. Create a two-part formula for periods 1-12 and period 13.
- C. Create a two-part validation rule for periods 1-12 and period 13.
- **D. Create separate formulas for periods 1-12 and period 13.**
- E. Create an approval process for periods 1-12 and period 13.

Answer: D

Explanation:

According to the Salesforce Manufacturing Cloud documentation, you can use the Formula Builder on the Account Forecasting page in Setup to create formulas for forecast calculations. You can define your own formulas for quantity and revenue based on sales agreements, orders, opportunities, and account metrics. You can create either a single formula for all periods, or multiple formulas for different period ranges. If the forecast display period is 12 months, you can create up to 12 formulas. However, if you want to calculate an account based forecast for the next 13 months, you need to create separate formulas for periods 1-12 and period 13, because the Formula Builder does not support more than 12 periods in a single formula. This way, you can ensure that the forecast calculations are accurate and consistent for each month. References: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

NEW QUESTION # 123

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He often presents at technology conferences, like PyCon, and most recently AP-213 LatinoWare in Brazil, and upcoming Cephalocon in Spain, Practical Examples: Designing the Tables Needed for a Computer Consulting.

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