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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q146-Q151):

### NEW QUESTION # 146

What is the proper utilization of a System Integration Testing (SIT) environment?

- A. Used as a development environment to configure and build new applications
- B. Used as an environment to perform system-to-system testing

- C. Used as a backup and archive of production configuration and data

**Answer: B**

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

#### NEW QUESTION # 147

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

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

**Answer: A**

Explanation:

Explanation

Sales agreements are the core objects of Manufacturing Cloud for Sales. They represent the negotiated terms and conditions between a manufacturer and a customer or partner for run-rate or long-term business. Sales agreements have an out-of-the-box Submit for Approval quick action that allows users to initiate an approval process for the sales agreement record. This quick action can be customized to fit different approval scenarios and workflows.

#### NEW QUESTION # 148

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

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

**Answer: A**

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 # 149

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

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

**Answer: B,D**

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. Reference: Recalculate Payouts for Closed Periods, Rebate Management

#### **NEW QUESTION # 150**

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

Explanation:

To maintain data integrity in Manufacturing Cloud, the administrator should limit the mass update capability for Sales Agreements to only System Administrators. This will prevent accidental or malicious changes to the Sales Agreement data by other users. To do this, the administrator can clone the standard Manufacturing Sales Agreements permission set, which grants access to the Sales Agreement object and related fields. Then, the administrator can deselect the mass update for Sales Agreements permission in the cloned permission set, and assign it to all non-System Administrator users. This way, only System Administrators can perform mass updates on Sales Agreements, while other users can still view and edit individual records. Reference: Sales Agreement Permissions, Mass Update Sales Agreements

#### **NEW QUESTION # 151**

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