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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q111-Q116):

NEW QUESTION # 111
A salesforce Manufacturing cloud user finds that the current sales agreement data is not displaying in tableau CRM for manufacturing. What two possibilities could cause this to happen?

- A. The sales agreement was not added to the data flow
- B. The sales agreement was linked to person accounts
- C. The sales agreement data flow was not updated
- D. Sales agreements are only displayed in the grid

Answer: A,C

Explanation:
According to the Salesforce Manufacturing Cloud documentation, to display the current sales agreement data in tableau CRM for manufacturing, you need to add the sales agreement object to the data flow and update the data flow. The data flow is a set of instructions that defines how data is extracted, transformed, and loaded into the app. If you do not add the sales agreement object to the data flow, the app will not have access to the sales agreement data. If you do not update the data flow, the app will not reflect the latest changes in the sales agreement data1. Reference: 1: Set Up the CRM Analytics App for Manufacturing Cloud Learn more 1developer.salesforce.com2trailhead.salesforce.com

NEW QUESTION # 112
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, Action Plans, and Generic Visit Key Performance Indicators
- C. Partner Visit Management, Advanced Account Forecasting, and CRM Analytics for Manufacturing

Answer: B

Explanation:
Explanation
Partner Visit Management is a feature that allows partner managers to plan, execute, and track their onsite visits to their distribution partners. It helps them to automate and standardize the tasks and activities to be performed during the visits, such as reviewing sales agreements, discussing forecasts, resolving issues, and providing training. Partner managers can also capture feedback and insights from the visits and report on the visit outcomes and effectiveness.
Action Plans is a feature that enables partner managers to create and assign predefined sets of tasks and activities for different types of visits, such as renewal, upsell, or cross-sell. Action Plans help partner managers to follow best practices and ensure consistency and quality across all visits. Partner managers can also monitor the progress and completion of the action plans and track the impact of the visits on partner performance and satisfaction.
Generic Visit Key Performance Indicators (KPIs) are metrics that measure the success and impact of the partner visits. Partner managers can define and track various KPIs, such as renewal rate, revenue growth, customer satisfaction, and partner loyalty.
Generic Visit KPIs help partner managers to evaluate the effectiveness of their visits and identify areas for improvement.
References:
Partner Visit Management
Action Plans
Generic Visit Key Performance Indicators

NEW QUESTION # 113
Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Manufacturing Cloud license for external users
- B. Visualforce pages
- C. Lightning Classic Apps
- D. Experience Cloud
- E. External Apps

Answer: D,E

Explanation:
Explanation
Experience Cloud is a recommended option to collaborate with channel partners in Manufacturing Cloud because it allows you to create a responsive portal where your partners can access knowledge articles, collaborate on sales agreements and advanced account forecasts, and manage leads to improve sales and revenue. Partners can get visibility into sales agreement negotiations, share leads, work on forwarded opportunities, and view and update account forecasts. Experience Cloud also enables you to assign user permissions, customize the site branding and layout, and integrate with other Salesforce features and apps.

NEW QUESTION # 114
Which two licenses are needed to access the Rebate analytics functionality in Tableau CRM for Manufacturing?

- A. Einstein Analytics Plus
- B. Analytics Plus
- C. Rebates Management Add on
- D. Manufacturing Analytics Plus

Answer: C,D

Explanation:
Explanation
To access the Rebate analytics functionality in Tableau CRM for Manufacturing, a user needs two licenses:
Manufacturing Analytics Plus and Rebates Management Add on. Manufacturing Analytics Plus is an add-on license that enables the user to access the CRM Analytics for Manufacturing app, which includes prebuilt dashboards and datasets for manufacturing use cases, such as account forecasting, sales agreement performance, and rebate management. Rebates Management Add on is another add-on license that enables the user to access the Rebate Management functionality, which allows the user to create, manage, and analyze incentive programs for channel partners. The Rebate analytics functionality is an independent module in CRM Analytics for Manufacturing that requires both licenses, as it provides AI-powered insights into rebate program performance and ROI. The other options are not correct, as they either refer to different licenses that are not specific to manufacturing or analytics, or they do not exist as licenses. References: Deploy and Use Rebate Analytics, Who Can Use Rebate Management?

NEW QUESTION # 115
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 # 116
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