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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q132-Q137):

NEW QUESTION # 132

Universal Containers is using Sales Agreements and does not want to bring actual orders data into Salesforce.

However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which Actuals Calculation option in the Sales Agreement Setup must be selected?

- A. Automatically from direct orders.
- B. Manually using API upload
- C. Manually using Actual Orders API

- D. Automatically from orders through contracts

Answer: C

Explanation:

Explanation

you do not want to bring actual orders data into Salesforce, you can use the Actual Orders API to manually calculate the actual quantities for sales agreements. This option allows you to use external data sources to update the actuals in Salesforce without creating orders or contracts. You can also use the Actual Orders API to refresh the actuals calculations for sales agreements for current and future periods¹. References: ¹: Refresh Actuals Calculation Action | Manufacturing Cloud Developer Guide | Salesforce Developers²

NEW QUESTION # 133

Universal Containers (UC) wants to use Sales Agreements to track long-term agreements with its key customers. Along with planned revenue and quantity and actual revenue and quantity, UC needs to track the minimum inventory quantity required. UC's implementation partner has added a new Minimum Inventory number field to the Sales Agreement Product Schedule object. What else does UC need to do to allow users to see and edit minimum inventory on their agreements?

- A. Add a custom Minimum Inventory field to Sales Agreement Product, map the two fields, and add the field to the list of available metrics in Sales Agreement setup.
- B. Add a custom Minimum Inventory field to the Sales Agreement object to appear on the Forecast grid.
- C. Add a Number field to the Sales Agreement product to appear on the Forecast grid.

Answer: A

Explanation:

Explanation

The Minimum Inventory field on the Sales Agreement Product Schedule object is used to store the minimum inventory quantity required for each product in a sales agreement. To make this field visible and editable on the Forecast grid, UC needs to add a custom Minimum Inventory field to the Sales Agreement Product object, which is the parent object of the Sales Agreement Product Schedule object. Then, UC needs to map the two fields using the Field Mapping tool in the Sales Agreement setup. This will ensure that the values entered in the Forecast grid are synced with the values in the Sales Agreement Product Schedule object. Finally, UC needs to add the Minimum Inventory field to the list of available metrics in the Sales Agreement setup. This will allow users to select the Minimum Inventory metric from the dropdown menu on the Forecast grid and see the values for each product and time period. References: Sales Agreement Product Schedule, Sales Agreement Product, Field Mapping, Forecast Grid

NEW QUESTION # 134

The administrator at Bonsai Manufacturing wants to renew several sales agreements. Which status on the sales agreement restricts the administrator from renewing?

- A. Approved
- B. Expired
- C. Activated

Answer: C

Explanation:

A sales agreement can be renewed only when it is in the renewal period, which is defined by the number of days before the end date of the agreement.

A sales agreement that is expired or approved can be renewed if it is within the renewal period. However, a sales agreement that is activated cannot be renewed, because it means that the agreement is currently active and has not reached its end date or renewal period. Reference: Define Renewal Period for Sales Agreements, Renew a Sales Agreement.

NEW QUESTION # 135

A consultant is implementing Manufacturing Cloud. After the consultant concludes the discovery phase, the customer identifies additional must-have features for the platform.

Which recommendation should the consultant make regarding these additional features?

- A. Add the feature in the project scope.
- B. Create a change request and arbitrate based on other features.
- C. Remove another feature from the list of requirements to account for the additional workload.

Answer: A

NEW QUESTION # 136

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

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

Answer: C

Explanation:

Experience Cloud for Manufacturing is a digital platform that enables manufacturers to create personalized and engaging experiences for their customers, partners, and employees. One of the features of Experience Cloud for Manufacturing is the ability to submit sales agreements for approval using a quick action. This quick action allows users to initiate an approval process for a sales agreement record from the Experience Cloud site, without having to switch to the Salesforce app¹². Reference:

Experience Cloud for Manufacturing

Create Automation for Submitting Positions for Approval

NEW QUESTION # 137

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