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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q87-Q92):

NEW QUESTION # 87

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

- A. Receive payouts with charged benefits
- B. Recalculate payouts with no charge in benefits

- C. Renew payouts with benefit charges
- D. Recalculate account benefit charge
- E. Recalculate payouts due to changed benefits

Answer: B,E

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. References: Recalculate Payouts for Closed Periods, Rebate Management

NEW QUESTION # 88

Universal Containers is deploying Manufacturing Cloud for the first time. Sales Agreements have been configured in a development sandbox, and now the Salesforce administrator is moving the changes to production. The deployment is failing, and the error indicates that the Sales Agreement object does not exist in the target environment.

What should the administrator check first to resolve the error and complete the deployment?

- A. Check that the organization wide default for Sales Agreements is set to Private in the production org.
- B. Check that the organization-wide default for Sales Agreements is set to Public Read Write in the production org.
- C. Check that Sales Agreements are enabled in the production org.

Answer: C

Explanation:

When facing a deployment error indicating that the Sales Agreement object does not exist in the target environment, the first step the administrator should take is to ensure that Sales Agreements are enabled in the production organization. This is a crucial prerequisite for deploying Sales Agreements-related changes and functionalities from a development sandbox to a production environment, as the absence of enabled Sales Agreements in the target environment can lead to deployment failures.

NEW QUESTION # 89

A salesforce Manufacturing cloud admin wants to change the forecast frequency from quarterly to monthly in the account settings. Which two things do they need to be aware of?

- A. All the previously active account forecasts will expire
- B. The length of the time that has elapsed since the last change to the forecast setting.
- C. The administrator grants them to right make changes to the forecast settings in the adjustments.
- D. A recalculation of the forecast for the accounts added since the least update will be carried out
- E. A full regeneration of all the eligible account forecasts will be carried out.

Answer: A,E

Explanation:

Account forecasts are long-term projections of revenue and volume for accounts based on sales agreements, opportunity products, and account manager targets. Account forecasts can be generated and displayed monthly or quarterly, depending on the business needs. The forecast frequency can be changed in the account forecast settings by an administrator. However, changing the forecast frequency has some consequences that the administrator needs to be aware of. First, a full regeneration of all the eligible account forecasts will be carried out, meaning that all the existing account forecasts will be recalculated based on the new frequency.

This may take some time and consume system resources. Second, all the previously active account forecasts will expire, meaning that they will no longer be available for viewing or editing. This is to avoid confusion and inconsistency in the forecast data.

Therefore, the administrator should carefully consider the impact of changing the forecast frequency and communicate the change to the account managers and other stakeholders. References: Define Account Forecast Settings, Salesforce Manufacturing Cloud Flashcards, Configure Forecast Generation and Display Settings

NEW QUESTION # 90

What out-of-the-box Manufacturing Cloud function can be used to notify users if automated processes fail?

- A. Email Notifications
- B. Manufacturing Cloud Home Page Notifications related
- C. Automated Processes Notifications
- D. Automated Processes Status report

Answer: A

Explanation:

Email notifications are an out-of-the-box Manufacturing Cloud function that can be used to notify users if automated processes fail. Automated processes are workflows, processes, or Apex triggers that update records based on certain criteria or events. If an automated process fails, Salesforce sends an email to either the admin who last modified the associated flow or the Apex exception email recipients. The email includes the data that's involved in the process or flow, including user-entered data, and the error message that caused the failure.

You can configure the email recipients and the email content in the Process Automation Settings page in Setup. References: = Select Flow and Process Error Email Recipients, Troubleshoot Flow Errors

NEW QUESTION # 91

What is the maximum number of products a sales agreement can have?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: A

Explanation:

A sales agreement is a record that captures the terms and conditions of a long-term or run-rate business relationship between a manufacturer and a customer. It can include products, product categories, prices, volumes, schedules, and other details. A sales agreement can have a maximum of 1500 products or product categories and 72 schedules. Contact Salesforce support if you want to increase the limits. Note that having a large number of product or product categories and schedules can affect system performance1. References: Considerations for Working with Manufacturing

NEW QUESTION # 92

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