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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q89-Q94):

NEW QUESTION # 89

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. 101 to 200
- B. 201 to 300
- **C. 0 to 100**
- D. 301 to 400

Answer: C

Explanation:

Explanation

The minimum and maximum range values of a rebate type benefit define the threshold of the attainment metric for the benefit to apply. The values must be in ascending order and cannot overlap with other ranges.

Therefore, the sequence of 0 to 100, 101 to 200, 201 to 300, and 301 to 400 would be valid, as each range is distinct and sequential. References: Rebate Management Basics > Create and Manage Rebate Programs > Create a Rebate Type Benefit

NEW QUESTION # 90

When is an appropriate time to generate the detailed technical design document when implementing Manufacturing Cloud?

- **A. The detailed technical design document is completed after the business requirement document has been generated.**
- B. The detailed technical design document should be ready before engaging the business users to gather requirements.
- C. The detailed technical design document should be completed after an organization goes live with Manufacturing Cloud.

Answer: A

Explanation:

Explanation

The detailed technical design document is a document that describes the technical specifications and requirements for implementing Manufacturing Cloud. It is based on the business requirement document, which is a document that captures the business needs and goals of the customer. The detailed technical design document is completed after the business requirement document has been generated, because it requires a clear understanding of the customer's business processes, pain points, and desired outcomes. The detailed technical design document should include the following information:

The scope and objectives of the project

The data model and architecture of Manufacturing Cloud

The integration strategy and design with other systems

The customization and configuration of Manufacturing Cloud features and functionality

The security and access control requirements

The testing and deployment plan

The change management and training plan

References:

What Is Manufacturing Cloud?

Manufacturing Cloud Implementation Guide

NEW QUESTION # 91

Which two statements are true, if an org hits the account product period forecast record limit?

- A. New products added to account forecasts will not be included in recalculations

- B. New Products cannot be added to account forecasts
- C. New products are not added when recalculating a single account forecast or recalculating all account forecasts
- D. The add products option will no longer appear on the agreement terms tab

Answer: B,C

Explanation:

The account product period forecast record limit is the maximum number of records that can be stored in the Account Product Period Forecast object, which represents the quantity and revenue information of products for a particular time period of the forecast rolling period1. The default limit is 9 million records, but it can be changed by the admin2. If the org hits the limit, new products cannot be added to account forecasts, and new products are not added when recalculating a single account forecast or recalculating all account forecasts2.

This means that the forecast data will not reflect the latest changes in the product portfolio and may affect the accuracy of the forecast. The add products option will still appear on the agreement terms tab, but it will not work if the limit is reached. New products added to account forecasts will be included in recalculations, as long as the limit is not exceeded. References:

Considerations for Working with Manufacturing - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module, Advanced Account Forecasting with Manufacturing Cloud | Salesforce, AccountProductPeriodForecast | Manufacturing Cloud Developer Guide | Salesforce Developers

NEW QUESTION # 92

Universal Containers would like to use Manufacturing Cloud to forecast its spare part demand based on the number of defective part cases logged by customers and part orders requested by distribution partners.

Which customization is required for Advanced Account Forecasting to meet these requirements?

- A. A custom forecast fact table and DPE definition
- B. A custom forecast fact table with the Data Processing Engine (DPE) definition from the prebuilt asset, Generate Forecast for Product Categories
- C. A custom forecast fact table

Answer: B

NEW QUESTION # 93

Service agents at Universal Containers have requested the ability to access the latest updates to a sales agreement when navigating from the customer interaction related to the account.

What should a Manufacturing Cloud consultant recommend to meet their requirement?

- A. Add the Sales Agreement related list to the Engagement Interaction record page in Lightning App Builder.
- B. Add the Sales Agreement related list to the Account record page in Lightning App Builder.
- C. Create a new timeline with the Sales Agreement as the related object and add the timeline to the Account page in Lightning App Builder.

Answer: B

Explanation:

To allow the Service Agents to access the latest updates to a sales agreement when navigating from the customer interaction related to the account, the Manufacturing Cloud consultant should recommend adding the Sales Agreement related list to the Account record page in Lightning App Builder. This way, the Service Agents can see the sales agreements associated with the account and view their status, terms, and schedules. The Sales Agreement related list is available for the Account object by default and can be added to the Account page layout using the Lightning App Builder. Reference: Sales Agreements Overview, Customize Record Pages with the Lightning App Builder

NEW QUESTION # 94

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