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## **Salesforce Manufacturing Cloud Accredited Professional Sample Questions**

## (Q78-Q83):

### NEW QUESTION # 78

An Account Manager at Badger Power wants to renew their current Sales Agreement. When can the Sales Agreement renewal occur?

- A. Only when the sales agreement recalculates.
- **B. Only when the renewal period starts.**
- C. Only when the renewal period ends.
- D. Only when the new fiscal period starts.
- E. Only when the sales agreement regenerates.

### Answer: B

Explanation:

Salesforce Manufacturing Cloud allows users to define the renewal period for sales agreements in their org.

The renewal period is the number of days before the end date of a sales agreement from when users can renew the agreement. Users can renew a sales agreement only when the renewal period starts. The other options are not related to the renewal of sales agreements. References: Define Renewal Period for Sales Agreements

### NEW QUESTION # 79

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

- **A. Used as an environment to perform system-to-system testing**
- B. Used as a backup and archive of production configuration and data
- C. Used as a development environment to configure and build new applications

### Answer: A

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 # 80

What is required before the analytics for manufacturing App can be created?

- A. Refresh sales agreements to be analyzed
- B. At least dashboard must exist in each of the manufacturing cloud objects to be analyzed
- **C. At least one record must exist in each of the Manufacturing cloud objects to be analyzed**
- D. Refresh forecasts to be analyzed

### Answer: C

Explanation:

Before you create the analytics for manufacturing App, you need to ensure that your data meets some specific requirements. One of these requirements is that at least one record must exist in each of the Manufacturing cloud objects to be analyzed, such as sales agreements, account forecasts, account manager targets, and rebates. Otherwise, the data fails the CRM Analytics check and you see an error message. Having records in these objects ensures that the app can import and display relevant data for your business. References: Data Required to Create the Analytics for Manufacturing App

## NEW QUESTION # 81

Universal Containers (UC) uses an Enterprise Resource Planning (ERP) system for order and inventory management. UC would like to give its sales teams the ability to view the order information related to an account without replicating the order information. Which object type should a consultant use to access account order information?

- A. An external object
- B. A custom object
- C. A standard Order object

### Answer: A

Explanation:

A consultant should use an external object to access account order information from an ERP system. An external object is similar to a custom object, but the record data is stored outside the Salesforce organization.

By using external objects, the consultant can access the order data in real time via web service callouts, without replicating the data in Salesforce. This way, the sales teams can view the current state of the order information related to an account, without wasting storage and resources keeping data in sync1. A standard Order object or a custom object would require copying the order data from the ERP system to the Salesforce organization, which is not the desired solution for UC. References: 1: External Objects2

## NEW QUESTION # 82

An admin wants to create new custom metric on the Account product period forecast component . What need to be done to make the metric available on the Account forecast component?

- A. Create a custom of field on account forecast adjustment, Create a custom of field on account forecast adjustment period, map both of new fields in the account forecast setting page.
- B. Create a custom of field on Sales agreement product, Create a custom of field on Sales agreement product period, map both of new fields in the Sales agreement setting page
- C. Create a custom of field on account product period forecast , create a custom of field on account product forecast, map both of new fields in the account forecast setting page.
- D. Create a custom field on Account Forecast, create a custom of field on account product, map both of new fields in the account forecast setting page.

### Answer: C

Explanation:

According to the Salesforce Manufacturing Cloud documentation, to create a new custom metric on the Account product period forecast component, you need to create a custom field on the Account Product Period Forecast object and another custom field on the Account Product Forecast object. Then, you need to map both of these fields in the Account Forecast setting page. This will allow you to add the custom metric to the Forecast tab of an account and track it along with the standard metrics1. References: 1: Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects

## NEW QUESTION # 83

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