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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q63-Q68):

NEW QUESTION # 63

Which two out-of-the-box actions can be performed on a Sales Agreement?

- A. Recalculate Actuals
- B. Regenerate Agreement
- C. Update ProductsC) Mass Update
- D. Update Adjustments

Answer: A,D

Explanation:

Explanation

A sales agreement is a long-term contract that defines the terms and conditions for the products and services that you sell to your customers. You can perform various actions on a sales agreement to manage its lifecycle, such as approving, activating, expiring, or deleting it. Two of the out-of-the-box actions that you can perform on a sales agreement are:

Recalculate Actuals: This action updates the actuals for the sales agreement based on the invoices and orders associated with it. You can recalculate actuals manually or schedule it to run automatically at a specified frequency. Recalculating actuals helps you track the progress and performance of the sales agreement over time.

Update Products: This action allows you to add, remove, or modify the products and categories in the sales agreement. You can update products manually or use the mass update feature to apply changes to multiple products at once. Updating products helps you adjust the sales agreement to reflect the changing needs and preferences of your customers.

References: Sales Agreements and Forecasting in Manufacturing Cloud, Sales Agreement, Get Started with Manufacturing Cloud for Sales, Create and Work with Sales Agreements, Manufacturing Cloud

NEW QUESTION # 64

Which two options can be used to populate a custom metric so that it shows on forecast grid?

- A. Implement an record trigger on Account Product period Forecast (APPF)
- B. Implement an apex trigger on Account Product period Forecast (APPF)
- C. Implement a record trigger flow on Account Product Forecast (APF)
- D. Implement an apex trigger on Account Product Forecast (APF)
- E. Used to recalculate all forecast button on the account forecast settings page

Answer: B,C

Explanation:

You can use apex triggers to populate a custom metric on the forecast grid. A custom metric is a field that you can add to the Account Product Forecast (APF) or Account Product Period Forecast (APPF) objects to display additional information on the forecast grid. For example, you can create a custom metric to show the profit margin or the cost of goods sold for each product. To populate a custom metric, you need to write an apex trigger on the APF or APPF object that calculates the value of the custom metric based on the data in the record. You can use the standard or custom fields in the APF or APPF object as inputs for the calculation. For example, you can use the Planned Quantity, Planned Revenue, and Product Cost fields to calculate the profit margin. You can also use the fields from the related objects, such as the Account, Product, or Sales Agreement, by using the relationship queries. For example, you can use the Account Name or the Sales Agreement Status fields to filter the records for the calculation. After writing the apex trigger, you need to deploy it to your org and activate it. Then, you can add the custom metric field to the forecast grid layout and see the values populated on the grid. Reference: Create Custom Metrics for Account Forecasts, Apex

NEW QUESTION # 65

Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit?

- A. Stepped
- **B. Specified**
- C. Elapsed
- D. Aggregate

Answer: B

NEW QUESTION # 66

Which dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts?

- **A. Accounts Health**
- B. Account Insights
- C. Sales Agreement Insights
- D. White Space Analysis
- E. Customers Health

Answer: A

Explanation:

Explanation

The Accounts Health dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts. Revenue realization is the actual revenue as a percentage of planned revenue. Length of relationship is the duration between today and the start date of the first sales agreement with an account. Customer lifetime value is the total of revenue generated to date and revenue anticipated from the account. These metrics help the user to assess the performance and potential of each account and identify opportunities for growth or retention. References: Calculate Key Performance Indicators Using CRM Analytics, Calculating Customer Lifetime Value (CLV) With Salesforce, How to calculate customer lifetime value

NEW QUESTION # 67

A consultant has completed an implementation and needs to import order data into Manufacturing Cloud.

Which steps must the consultant follow to import all of the relevant data?

- **A. Provide the client with a data template file reflecting the data mapping and identify related records (that is, accounts, sales agreements). Disable irrelevant automations /rules.**
- B. Provide the client with a data template file limited to required fields and identify required related records (that is, accounts, sales agreements). Disable irrelevant automations/rules.
- C. Request an extract of the data from the legacy system and import as-is without transformation. Disable irrelevant automations/rules.

Answer: A

Explanation:

The correct approach for importing order data into Manufacturing Cloud involves providing the client with a comprehensive data template file that reflects the data mapping, including the identification of related records such as accounts and sales agreements. It is also crucial to disable any irrelevant automations or rules that might interfere with the data import process. This ensures a smooth transition and accurate reflection of order data within the Manufacturing Cloud environment

NEW QUESTION # 68

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