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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q96-Q101):

NEW QUESTION # 96
During the discovery phase, sales leadership at Universal Containers says that their run rate business is hard to forecast because their customer constantly orders more or fewer engine control units than contractually agreed upon. Which Manufacturing Cloud capability should a consultant recommend for managers to discuss these variances with sales reps and for sales reps to monitor their customers?

- A. Use a formula field on the Sales Agreement Product Schedule object to calculate the forecast deviation.

- B. Set up the CRM Analytics template app and leverage embedded dashboards for forecast deviation on the Account page.
- C. Leverage a Data Processing Engine (DPE) job to calculate the forecast deviation.

Answer: B

NEW QUESTION # 97
Service agents can't see the Service Console for Manufacturing app despite the administrator enabling Service Console for Manufacturing in the setup.
What is the recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app?

- A. Add the Service Console for Manufacturing component to the Service Console Lightning Page Layout.
- B. Grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets
- C. Create a custom permission set to give access to the Service Console for Manufacturing app and grant it to all Service Agents.

Answer: B

Explanation:
The recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app is to grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets. These permission sets provide access to the Service Console for Manufacturing app and the components within it, such as the Customer 360 Timeline, the Asset Performance Monitor, and the Warranty Claims Manager1. Adding the Service Console for Manufacturing component to the Service Console Lightning Page Layout or creating a custom permission set are not necessary steps to enable the app functionality2. References: Set Up Users and Permissions for Manufacturing Cloud, Learn About Service Console for Manufacturing

NEW QUESTION # 98
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 Ihe deployment?

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

Answer: B

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 # 99
An administrator has updated the team member hierarchy type from Forecasts hierarchy to Manager hierarchy on the account manager target.
What will happen to existing targets?

- A. Status for all existing targets will become Read-only.
- B. All access to existing targets will be deleted.
- C. Status for all existing targets will become Draft.

Answer: A

Explanation:
When an administrator changes the team member hierarchy type for account manager targets, the existing targets are affected by this change. The status of all existing targets becomes read-only, which means that they cannot be edited or deleted. This is to prevent any inconsistency or data loss due to the change in hierarchy.

The new hierarchy type will apply only to the new targets that are created after the change. References: Choose Team Member Hierarchy for Account Manager Targets

NEW QUESTION # 100
A Salesforce consultant has been tasked with creating an integration user to facilitate order data from an Enterprise Resource Planning (ERP) system into Sales Agreements. The integration will require the ability to write to a custom object.
How should the consultant extend access to grant the necessary permissions for the integration user?

- A. Extend access and grant necessary permissions through the integration user profile.
- B. Create permission sets and permission set groups to extend access and grant necessary permissions, then assign it to an integration user.
- C. Use a Salesforce administrator account as an integration user and the necessary access will already be granted.

Answer: B

Explanation:
For integrating order data from an ERP system into Sales Agreements in Salesforce, the best practice is to create specific permission sets and possibly permission set groups that grant the necessary permissions, including write access to custom objects. These permission sets should then be assigned to the integration user account. This approach ensures that the integration user has precisely the access needed without the broad permissions that would come with using a Salesforce administrator account. It also allows for more granular control and security by limiting permissions to only those necessary for the integration's functionality.

NEW QUESTION # 101
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