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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q79-Q84):

NEW QUESTION # 79

An administrator has completed the data migration from a client's legacy system to Manufacturing Cloud. The client wants to ensure all Advanced Account Forecast calculations are correct and the data has been properly migrated. How should the administrator reassure the client that data has been accurately calculated?

- A. Use Data Loader to generate a .csv file and manually compare it to import files.
- B. Request the users to verify the Advanced Account Forecast values of their accounts.

- C. Launch the calculations of the Advanced Account Forecast and compare the values with the legacy system.

Answer: C

Explanation:

The best way to reassure the client that the data has been accurately calculated is to launch the calculations of the Advanced Account Forecast and compare the values with the legacy system. This will ensure that the forecast metrics, such as planned revenue, actual revenue, forecast quantity, and forecast revenue, are consistent and correct. The administrator can use the Data Processing Engine templates to configure the calculations and run them manually or on a schedule¹. The administrator can also view the forecast results in the Accounts Health dashboard or the Account Forecast tab². Using Data Loader to generate a .csv file and manually compare it to import files is not a reliable method, as it may introduce errors or inconsistencies in the data format or values. Requesting the users to verify the Advanced Account Forecast values of their accounts is not a feasible method, as it may be time-consuming, impractical, or inaccurate, depending on the number and complexity of the accounts. References: Learn How Forecast Data Is Created, View and Adjust Forecasts

NEW QUESTION # 80

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- A. Update the forecast display duration
- B. Update the forecast frequency
- C. Update the forecast adjustment period
- D. Update the forecast formula
- E. Update the forecast start period

Answer: C,D,E

Explanation:

On the Forecast settings page within Salesforce Manufacturing Cloud, actions such as updating the forecast start period, forecast adjustment period, and forecast formula will trigger the regeneration of all the eligible accounts that meet the forecast generation criteria. These updates necessitate a re-evaluation of forecast data to ensure that the forecasts remain accurate and reflective of the latest business conditions and settings. This regeneration process is integral to maintaining the integrity and relevance of forecast data, facilitating effective planning and decision-making based on the most current information .

NEW QUESTION # 81

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

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

Answer: D

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 # 82

What is the purpose of a detailed technical design document when Implementing Manufacturing Cloud?

- A. Identifies the statement of work and cost to implement the application based on business requirements.
- B. Defines specific details as to how the functionalities will be configured
- C. Provides personas and user stories with high-level objectives of what users want to be able to accomplish with the application.

Answer: B

Explanation:

The purpose of a detailed technical design document when implementing Manufacturing Cloud is to define specific details regarding how functionalities will be configured. This includes setting up features like the Actionable Relationship Center, Events and Milestones, and Intelligent Document Reader, some of which may require integration with external systems .

For further details and best practices, refer to the official Salesforce Manufacturing Cloud documentation:

Manufacturing Cloud Overview

Manufacturing Cloud Developer Guide

NEW QUESTION # 83

Universal Containers (UC) is looking to improve visibility into its long-term agreements and forecasts. A business analyst has gathered UC's requirements and determined a few key requirements that they need compared to standard functionality.

1. UC tracks its long-term agreements by planned quantity and planned revenue at the product category level.
2. UC has a custom fiscal year and tracks its forecast weekly.
3. UC needs to see the ordered quantity, revenue, shipped quantity, and revenue in its forecast metrics.
- 4) The primary dimension in UC's forecasts is the product category.

What should be customized in Manufacturing Cloud to accomplish the business requirements?

- A. Advanced Account Forecast Fact object
- **B. Data Processing Engine (DPE) Templates**
- C. Sales Agreement Metrics

Answer: B

Explanation:

Data Processing Engine (DPE) Templates are used to customize the data model and calculations for account-based forecasting in Manufacturing Cloud. DPE Templates allow users to define the dimensions, metrics, and formulas for their forecasts based on their business needs. In this case, UC needs to customize the DPE Template to include the product category as a dimension, and the ordered quantity, revenue, shipped quantity, and revenue as metrics. UC also needs to specify the custom fiscal year and the weekly forecast frequency in the DPE Template. The other options are not relevant for this requirement. Sales Agreement Metrics are used to track the performance of sales agreements, not forecasts. Advanced Account Forecast Fact object is a standard object that stores the forecast data, not a customization option. References: Customize Data Processing Engine (DPE) Templates, Account-Based Forecasting in Manufacturing Cloud

NEW QUESTION # 84

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