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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q16-Q21):

NEW QUESTION # 16
Which two objects do not support triggers?

- A. Account Product Period Forecast (APPF)
- B. Account Product Forecast (APF)
- C. Account Forecast (AF)
- D. Account Forecast Adjustments (AFA)

Answer: B,C

Explanation:
Explanation

According to the Manufacturing Cloud Developer Guide1, the following objects do not support triggers:
Account Forecast (AF): Represents the rolling forecast record of a particular account. The forecast is prepared using data directly from sales agreements, orders, and opportunities. This object is available in API version 47.0 and later1.
Account Product Forecast (APF): Represents the cumulative values for planned quantities, opportunities, and orders of a sales agreement for a given product across all periods in that rolling time period. This object is available in API version 47.0 and later1.
References: 1: Manufacturing Cloud Standard Objects

NEW QUESTION # 17
An organization would like to show its account managers specific data points for Sales Agreements terms based on business needs. What is the first step in providing these insights to the account reps?

- A. Enabling custom metrics
- B. Allowing account reps to add agreement terms
- C. Enabling metric groups

Answer: A

NEW QUESTION # 18
Which statement is accurate about Account Manager Targets?

- A. Account Manager Targets are only supported for standard fiscal year and not for custom fiscal year.
- B. Account Manager Targets are supported for standard fiscal year and custom fiscal year.
- C. Account Manager Targets are only supported for custom fiscal year.
- D. Account Manager Targets can only be used after a forecast calendar is configured.

Answer: A

NEW QUESTION # 19
When is an appropriate time to generate the detailed technical design document when implementing Manufacturing Cloud?

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

Answer: B

Explanation:
Explanation
The detailed technical design document is a document that describes the technical specifications and architecture of a solution. It is based on the functional and nonfunctional requirements that are captured in the business requirement document1. Therefore, the detailed technical design document should be completed after the business requirement document has been generated, and before the development and testing phases of the project. This ensures that the technical design aligns with the business needs and expectations, and provides a clear roadmap for the implementation team2. References: 1: Get Started with the Technical Project Documentation3, 2: Documentation and Implementation Diagrams1

NEW QUESTION # 20
Which two out-of-the-box actions can be performed on a Sales Agreement?

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

Answer: A,B

Explanation:

Explanation
Sales agreements in Manufacturing Cloud have several out-of-the-box actions that can be performed by users to manage the lifecycle of an agreement. Two of these actions are:
Recalculate Actuals: This action updates the actuals on the sales agreement based on the orders and invoices associated with it. It also recalculates the compliance metrics and the forecasted revenue and quantity. This action can be performed manually by users or automatically by a scheduled job.
Mass Update: This action allows users to update multiple sales agreement lines at once. Users can select the lines they want to update and then choose the fields and values they want to change. This action can save time and effort when users need to make bulk changes to the sales agreement lines.
References: : Recalculate Actuals on a Sales Agreement : Mass Update Sales Agreement Lines

NEW QUESTION # 21
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