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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q59-Q64):

NEW QUESTION # 59

A custom metric for display on Agreement Terms is needed based on the business requirements. Custom fields and mappings are required between the custom fields of the Sales Agreement Product and Sales Agreement Product Schedule objects. What should an administrator consider while designing for this requirement?

- A. Only number, percent, and currency field types are available for mapping.
- B. Only number, formula, and value field types are available for mapping.
- C. Only number, currency, and formula field types are available for mapping.

Answer: C

Explanation:

To create a custom metric for display on Agreement Terms, you need to create custom fields on the Sales Agreement Product and Sales Agreement Product Schedule objects, and map them using the Data.com Administration tool.

The custom fields must have the same data type as the default fields, and only number, currency, and formula field types are available for mapping.

Therefore, the correct answer is C.

Only number, currency, and formula field types are available for mapping.

Reference: Customize Salesforce Field Mappings, Create Custom Fields for Sales Agreement Products and Schedules

NEW QUESTION # 60

Universal Containers (UC) has created flows for its Manufacturing Cloud processes. UC is looking to make additional improvements, as all actions within its flows are currently custom-built.

What are some of the default automation actions that Manufacturing Cloud provides for flows and process builders?

- A. Update Account Manager Target Values, Refresh Actuals Calculations, Calculate Advanced Account Forecasts
- B. Calculate Advanced Account Forecasts, Recalculate Forecasts Actions, Recalculate Account Manager Targets
- C. Recalculate Forecasts Actions, Update Account Manager Target Values, Send Forecast Summary Actions

Answer: B

Explanation:

Explanation

Manufacturing Cloud provides some default automation actions that can be used in flows and process builders to streamline the manufacturing processes. These actions are:

Calculate Advanced Account Forecasts: This action calculates the account forecast values based on the sales agreement lines and opportunity line items associated with the account. It also updates the account forecast records with the calculated values.

Recalculate Forecasts Actions: This action recalculates the forecast values based on the changes in the sales agreement lines and opportunity line items. It also updates the forecast records with the recalculated values.

Recalculate Account Manager Targets: This action recalculates the account manager target values based on the changes in the sales agreement lines and opportunity line items. It also updates the account manager target records with the recalculated values.

References: Manufacturing Cloud Automation Actions, Manufacturing Cloud Data Model

NEW QUESTION # 61

What is the maximum number of sales Agreement that can be activated for the same period, containing the same Products and linked to the same Account?

- A. 0
- B. 1
- C. 2
- D. 3
- E. No defined limit

Answer: E

Explanation:

According to Salesforce Manufacturing Cloud documentation, there is no defined limit on the number of sales agreements that can be activated for the same period, containing the same products, and linked to the same account. However, it is recommended to use sales agreements judiciously and avoid creating duplicate or overlapping agreements that could cause confusion or errors in forecasting and reporting. Sales agreements are meant to capture the negotiated terms and conditions of the run-rate business with customers and partners, and they should reflect the actual demand and order realization data. References: Sales Agreements, Frequently Asked Questions for product keys. | Microsoft Learn, Salesforce Manufacturing Cloud Certification Flashcards | Quizlet.

NEW QUESTION # 62

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- A. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object
- B. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object
- C. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type = Other, on the Account Manager object
- **D. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object**

Answer: D

NEW QUESTION # 63

Which two list views are provided by default to filter account manager targets by the assigned user?

- **A. Assigned to Me**
- B. Pending Targets
- **C. Assigned by Me**
- D. Assigned by Manager
- E. Active Targets

Answer: A,C

Explanation:

Account manager targets are records that represent the revenue goals for account managers. They can be filtered by different criteria using list views. By default, Salesforce Manufacturing Cloud provides two list views to filter account manager targets by the assigned user: Assigned by Me and Assigned to Me. Assigned by Me shows the targets that the current user has created and assigned to other users. Assigned to Me shows the targets that the current user owns and is responsible for achieving. References: Learn About Manufacturing Cloud and Explore, Filter Account Manager Targets with List Views

NEW QUESTION # 64

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