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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q51-Q56):

NEW QUESTION # 51
Universal Containers (UC) is operating in 21 countries across EMEA with eight different currencies. UC identifies customers as Silver, Gold, or Platinum in those countries, depending on the catalog prices and discount thresholds. Once a year. UC indexes the prices, updating currency exchange rates while regularly introducing new products throughout the year.

What is a potential blocker to the company's current business processes?

- A. Pricing Analytics over accounts is not possible; limit to only 52 forecast updates per year.
- B. Currency exchange rates can only be updated if Advanced Currency Management is enabled
- C. There is a limit to the number of mass updates that can be performed on the sales agreements.

Answer: B

Explanation:
A potential blocker to Universal Containers' current business processes, given their operation across multiple countries with different currencies, is the limitation that currency exchange rates can only be updated if Advanced Currency Management (ACM) is enabled in Salesforce. This feature is crucial for businesses like UC that deal with multiple currencies, as it allows for more precise and dynamic management of currency exchange rates. Without ACM, UC may face challenges in accurately updating and managing currency exchange rates, which is essential for indexing prices annually and introducing new products throughout the year. This limitation can significantly impact the company's ability to maintain accurate pricing and discount thresholds for their customers categorized as Silver, Gold, or Platinum, potentially affecting sales agreements and overall business operations.

NEW QUESTION # 52
What is the purpose of defining the renewal days for sales agreement

- A. Determines the end of the sales agreement
- B. Determines the beginning of the sales agreement
- C. Determines the beginning of the renewal period
- D. Determines the end of the sales agreement

Answer: C

Explanation:
The renewal days for sales agreement is a setting that defines the number of days before the end date of a sales agreement to mark the beginning of the renewal period. Users can renew a sales agreement only when the renewal period starts. This helps to plan ahead and negotiate better terms for the next sales agreement1. References: 1: Define Renewal Period for Sales Agreements | Salesforce Help2

NEW QUESTION # 53
An administrator of an organization would like to configure out of the box available dashboards in Manufacturing Cloud:
_ Target Attainment
_ Tear Performance
_ Manufacturing Home Page
_ Key Account Manager Home
Which role of the organization are all of these dashboards fully suited to?

- A. Security Personnel
- B. Account Manager
- C. Head of Sales

Answer: C

NEW QUESTION # 54
Which two list views are provided by default to filter account manager targets by the assigned user?

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

Answer: B,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 # 55
Which dashboard in the Advanced Account Forecasting Analytics app should a user access to do a deep-dive and understand forecasts and actuals by custom dimensions?

- A. Forecast Analysis
- B. Account Health
- C. Account Insights

Answer: C

NEW QUESTION # 56
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