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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q34-Q39):

NEW QUESTION # 34
What is required before the Analytics for Manufacturing App can be created?

- A. At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.
- B. Refresh Sales Agreement(s) to be analyzed.
- C. Refresh Forecast(s) to be analyzed.
- D. At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.

Answer: D

Explanation:
The Analytics for Manufacturing App is a prebuilt app that includes dashboards to visualize and analyze data from various Manufacturing Cloud objects, such as sales agreements, account forecasts, account manager targets, and rebates. Before you can create the app, you need to ensure that your data meets some specific requirements, otherwise the app creation fails. One of the requirements is that at least one record must exist in each of the Manufacturing Cloud objects to be analyzed, such as Order, Sales Agreement, Account Forecast, and so on. This ensures that the app has some data to work with and can generate meaningful insights. The other requirements are related to record types, permissions, and field-level security1. References: Data Required to Create the Analytics for Manufacturing App, Set Up Analytics for Manufacturing, Deploy CRM Analytics for Manufacturing.

NEW QUESTION # 35
Universal Containers (UC) currently uses Sales Agreements to track its annual plans with customers but is working with a consultant to set up Advanced Account Forecasting.
UC stores shipped/invoiced order data in a child-custom object related to the standard Order object. UC has two primary requirements:
1) To see its forecast by Product Code and Product Category
2) To see actual order data broken out into three metrics: Quantity Ordered but still Open, Quantity Ordered but Shipped, and Quantity Invoiced How should a consultant set up Advanced Account Forecasting to fulfill these requirements successfully?

- A. On the Forecast Fact - Configure three new custom metric fields (ordered quantity, shipped quantity, and invoiced quantity). Modify the OOTB DPE templates to aggregate just the new metrics; the new dimension will be automatically incorporated from the product.
- B. On the Forecast Fact - Configure two custom dimension fields (product code and product category) and two new custom metric fields (shipped quantity and invoiced quantity). Modify the Out of the Box (OOTB) Data Processing Engine (DPE) templates to incorporate the new dimensions; the new metric aggregation will be automatic.
- C. On the Forecast Fact - Configure two new custom dimension fields (product code and product category) and three new custom metric fields (ordered quantity, shipped quantity, and invoiced quantity). Modify the OOTB DPE templates to incorporate the new dimensions and aggregate the data according to the new metrics.

Answer: C

NEW QUESTION # 36
Universal Containers (UC) wants to use Sales Agreements to track long-term agreements with its key customers. Along with planned revenue and quantity and actual revenue and quantity, UC needs to track the minimum inventory quantity required. UC's implementation partner has added a new Minimum Inventory number field to the Sales Agreement Product Schedule object.
What else does UC need to do to allow users to see and edit minimum inventory on their agreements?

- A. Add a Number field to the Sales Agreement product to appear on the Forecast grid.
- B. Add a custom Minimum Inventory field to the Sales Agreement object to appear on the Forecast grid.
- C. Add a custom Minimum Inventory field to Sales Agreement Product, map the two fields, and add the field to the list of available metrics in Sales Agreement setup.

Answer: C

Explanation:
The Minimum Inventory field on the Sales Agreement Product Schedule object is used to store the minimum inventory quantity

required for each product in a sales agreement. To make this field visible and editable on the Forecast grid, UC needs to add a custom Minimum Inventory field to the Sales Agreement Product object, which is the parent object of the Sales Agreement Product Schedule object. Then, UC needs to map the two fields using the Field Mapping tool in the Sales Agreement setup. This will ensure that the values entered in the Forecast grid are synced with the values in the Sales Agreement Product Schedule object. Finally, UC needs to add the Minimum Inventory field to the list of available metrics in the Sales Agreement setup. This will allow users to select the Minimum Inventory metric from the dropdown menu on the Forecast grid and see the values for each product and time period.
References: Sales Agreement Product Schedule, Sales Agreement Product, Field Mapping, Forecast Grid

NEW QUESTION # 37

Before setting up Manufacturing Cloud, Universal Containers must complete certain prerequisites. One of the prerequisites is to set up Objects for Manufacturing.
Which objects must be set up for sales agreements?

- A. Accounts, Contacts, Products, and Price Books
- B. Accounts, Contacts, Products, Opportunities, and Price Books
- C. Accounts, Contacts, Products, Orders, and Price Books

Answer: A

NEW QUESTION # 38

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: A

NEW QUESTION # 39

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