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

**NEW QUESTION # 59**  
How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks against product margin targets
- B. It tracks account revenue growth against goals
- C. It tracks performance against account manager targets
- D. It tracks inventory utilization for a defined time frame
- E. It tracks product growth trends

**Answer: B,C**

**NEW QUESTION # 60**  
Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Manufacturing Cloud license for external users
- B. External Apps
- C. Experience Cloud
- D. Visualforce pages
- E. Lightning Classic Apps

**Answer: B,C**

**NEW QUESTION # 61**  
Universal container wants to enter a sales agreement for Widget A. Which three minimum data element required on sales agreement

- A. Account, Opp, Contracts
- B. Account, Product, Orders
- C. Account, Price book, Product
- D. Opp, Pricebook, Product

**Answer: C**

**NEW QUESTION # 62**  
How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q62-Q67):

### NEW QUESTION # 62

Universal Containers wants to make run-rate business more predictable within Manufacturing Cloud. Which standard feature serves as a starting point to manage this?

- **A. Sales Agreements**
- B. Opportunity or Sales Agreements
- C. Opportunity

**Answer: A**

Explanation:

n: Sales Agreements are the standard feature in Manufacturing Cloud that allow users to track and manage their run-rate or long-term negotiated business. Sales Agreements unify the data from ERP and order management systems with the contract terms, including planned volumes and revenues, so that both operations and account teams can have a 360-degree view of the customer. Sales Agreements also enable users to forecast their run-rate business more accurately and efficiently by using account-based forecasting. Opportunities are used to track new business or one-off business, not run-rate business. Opportunity or Sales Agreements is not a valid option, as they are two different features. References: What Is Manufacturing Cloud?, Forecast Your Run-Rate and New Business with Account-Based Forecasting, Salesforce Launches Manufacturing Cloud-Aligning Sales and Operations to Deliver More Transparent and Predictable Business Outcomes, Salesforce Blog: Manufacturing Cloud

### NEW QUESTION # 63

What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

- A. Delete, add, clone and transform journal transactions.
- B. It applies the benefit structure and creates payouts
- C. It includes custom metrics in the transaction journal
- **D. Query, extract, filter and aggregate journal transactions**

**Answer: D**

Explanation:

Data Processing Engine (DPE) is a feature of Rebate Management that allows you to transform data that is available in your Salesforce org and write back the transformation results as new or updated records. You can use DPE to process data for standard and custom objects. Rebate Management has DPE templates that you can clone and customize to suit your business needs. The templates either help you to aggregate transactions by different criteria, or help you to manage other rebate processes. The out-of-the-box DPE jobs in Rebate Management use the templates to query, extract, filter and aggregate journal transactions based on the eligibility criteria and calculation definitions of the rebate types. The aggregated data is then stored in the Rebate Member Product Aggregate object, which is used to calculate the payouts for the program members. Reference: Data Processing Engine in Rebate Management | Salesforce Trailhead Module, Data Processing Engine Templates with Rebate Management - Salesforce, Data Processing Engine | Rebate Management Developer Guide | Salesforce Developers, Data Processing Engine, Batch Management, and Invocable Actions | Rebate Management Developer Guide | Salesforce Developers

### NEW QUESTION # 64

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer.

Each agreement contains ProductA.

Via manual API upload, a new order containing Product A comes in for the current quarter.

Which Sales Agreement will this new order be linked to?

- A. The Sales Agreement that was selected by custom logic will be linked to the order.
- B. The Sales Agreement that was activated last will be linked to the order.
- C. The Sales Agreement that was activated first will be linked to the order.
- D. The Sales Agreement can only be linked manually to the order.

**Answer: A**

Explanation:

When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to.

You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last<sup>1</sup>. Reference:

Sales Agreements and Forecasting in Manufacturing Cloud

Set Up and Configure Sales Agreements

#### NEW QUESTION # 65

Many of Universal Containers' management teams must travel to different production facilities as part of their regular work. They require access to features on their desktop and mobile devices to view and approve sales agreements.

What is an important consideration to keep in mind when preparing and conducting testing?

- A. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is required.
- B. The Mobile User permission must be assigned to the test users.
- C. Sales Agreement features are not available on mobile devices, but approvals can be done via email.

**Answer: C**

#### NEW QUESTION # 66

If an organization would like to apply a rebate program to more than one account, which course of action should be taken to accomplish this requirement?

- A. Add each account to the members related list on the rebate program
- B. Add each account to the rebate benefits related list to the rebate program
- C. Create a new rebate program for each account

**Answer: A**

Explanation:

Explanation

Rebate programs are used to define the terms and conditions of a rebate agreement between a manufacturer and an account. A rebate program can be applied to one or more accounts by adding them to the members related list on the rebate program. This way, the manufacturer can track the performance and payouts of each account under the same rebate program. References: Rebate Programs, Rebate Program Members

#### NEW QUESTION # 67

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