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DHN 311 FINAL EXAM TEST PAPER 2026 FULL SOLUTION VERIFIED

● Fasting,

When blood glucose is low in non-liver tissues glycolysis is turned on to generate ATP (energy). Answer: Under what conditions does glycolysis (non-liver tissues) occur? (fasting or fed)

● Fed,

The liver controls the whole body needs, so in fasting the liver will actually generate glucose for the rest of the body through gluconeogenesis. Answer: Under what conditions does glycolysis (liver) occur? (fasting or fed)

● Fasting,

Breaks down fatty acids to generate ATP when body is in low energy. Answer: Under what conditions does beta oxidation occur? (fasting or fed)

● Fed,

In response to eating excess carbohydrates and/or protein, your body converts it into fat. Answer: Under what conditions does fatty acid synthesis occur? (fasting or fed)

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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q25-Q30):

NEW QUESTION # 25

The Salesforce administrator at a small manufacturer of fasteners for the automobile industry is configuring Manufacturing Cloud. The sales operations manager wants accurate data so they can compare projected parts sales to actual orders. The manufacturer currently manages orders and contracts in an external system (SAP).

Which actuals calculation option should the administrator select to achieve the manager's request?

- A. Manually using API upload
- B. Automatically from direct orders
- C. Automatically from orders through contracts

Answer: A

Explanation:

For a manufacturer managing orders and contracts in an external system like SAP, the administrator should select the option to manually use API upload. This allows for the bulk upload of updated quantities at regular intervals through integration, which the Salesforce org picks up during a daily scheduled job to update sales agreements.

NEW QUESTION # 26

When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

- A. All sales agreements within the generation period will be considered.
- B. Only approved sales agreements in the Salesforce org will be considered.
- C. No sales agreements will be considered.
- D. All active and expired sales agreements will be considered.
- E. Only sales agreements with approved adjustments in the Salesforce org will be considered.

Answer: C

Explanation:

If Sales Agreement List View is not selected in the Account Forecast Calculation Settings, no sales agreements will be considered when calculating the sales agreement metric values of account forecasts. This means that the account forecasts will only reflect the opportunity metric values, and not the sales agreement metric values. To include the sales agreement metric values in the account forecasts, you need to select a sales agreement list view that defines which sales agreements to use for the calculations. References: 1: Configure Account Forecast Calculation Settings - Salesforce

NEW QUESTION # 27

Which two licenses are needed to access the Rebate analytics functionality in Tableau CRM for Manufacturing?

- A. Rebates Management Add on
- B. Einstein Analytics Plus
- C. Manufacturing Analytics Plus
- D. Analytics Plus

Answer: A,C

Explanation:

To access the Rebate analytics functionality in Tableau CRM for Manufacturing, you need two licenses: Manufacturing Analytics Plus and Rebates Management Add on. Manufacturing Analytics Plus is a license that enables you to use the Analytics for Manufacturing app, which provides out-of-the-box dashboards and reports for sales agreements, forecasts, targets, and rebates. Rebates Management Add on is a license that enables you to use the Rebate Management feature, which allows you to create and manage custom rebate programs, automate payouts, and review processes. Together, these licenses allow you to perform what-if analysis, monitor program performance, and collaborate with channel partners using Tableau CRM for Manufacturing. References: Rebate Management - Salesforce Help, Salesforce Manufacturing Cloud Rebates What-If | Tableau Exchange, Streamline Channel Sales with an Intelligent Rebate Strategy - Salesforce

NEW QUESTION # 28

Which three options can be defined by an Admin in the Setup area in Account Manager Targets?

- A. Default Currency
- B. Team Member Hierarchy
- C. Target Measure Type
- D. Distribution Frequency
- E. Price Book

Answer: B,C,D

Explanation:

Account Manager Targets is a feature of Manufacturing Cloud that allows you to set up and manage sales goals and track performance for your account managers and their teams. To use this feature, you need to enable it in Setup and define some settings that affect how targets are created, assigned, and distributed. The three options that can be defined by an admin in the Setup area in Account Manager Targets are:

Target Measure Type: This is the unit of measurement for the targets, such as revenue, volume, or any custom measure. You can define up to three target measure types for your org and assign them to different target types. For example, you can have a target type for revenue and another one for volume, and use different target measure types for each one.

Team Member Hierarchy: This is the hierarchy that determines how targets are rolled up from individual account managers to their managers and so on. You can use the standard User Role hierarchy or a custom hierarchy based on a custom object. The hierarchy affects how targets are distributed, aggregated, and reported.

Distribution Frequency: This is the frequency at which targets are distributed from parent targets to child targets. You can choose from monthly, quarterly, or yearly distribution. The distribution frequency affects how targets are calculated and displayed for different time periods.

Account Manager Targets in Manufacturing Cloud | Salesforce Trailhead Module, Enable Account Manager Targets - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module

NEW QUESTION # 29

An account manager needs to analyze the business performance of several business units and wants to create a sales forecast based on customer accounts, products, and business units.

Which forecast solution provides the metrics the account manager is looking for?

- A. Account Forecasting
- B. Account Manager Targets
- C. Advanced Account Forecasting

Answer: C

Explanation:

The account manager looking to analyze business performance across various units and create a sales forecast based on customer accounts, products, and business units should use Advanced Account Forecasting. This solution generates baseline 360-degree forecasts considering opportunities, orders, sales agreements, historical orders, and other custom measures, providing a holistic view of business aspects .

NEW QUESTION # 30

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