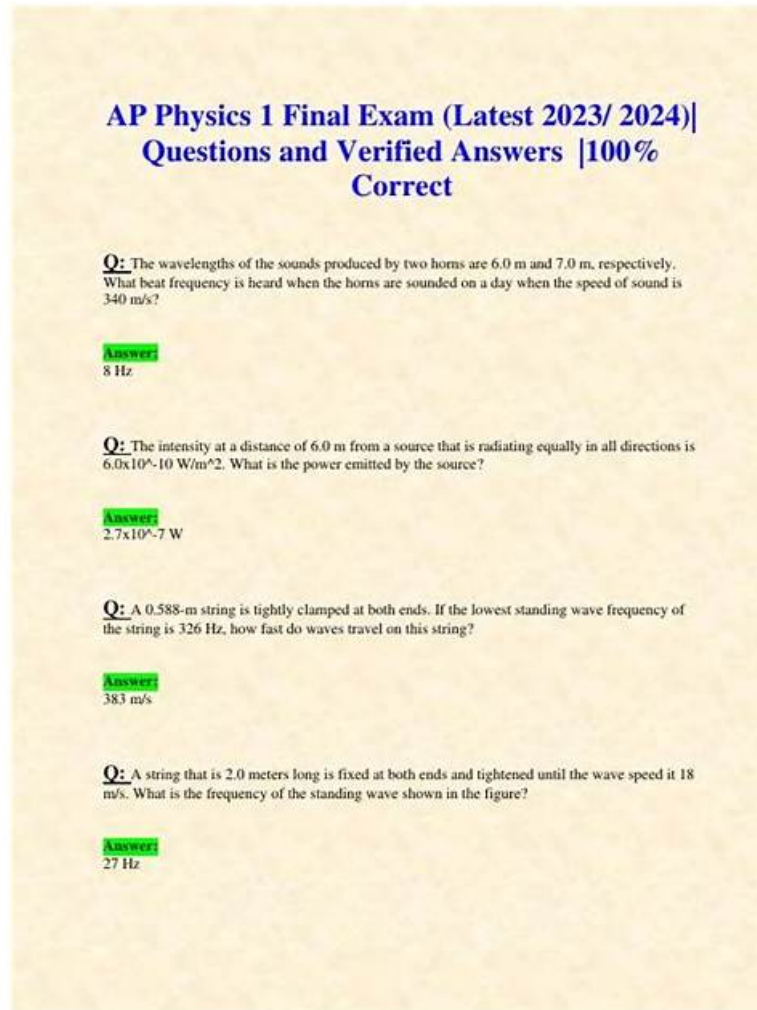


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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q88-Q93):

NEW QUESTION # 88

Partner managers from Universal Containers (UC) are performing onsite visits to their distribution partners.

During the visit they have a goal of getting partners to renew the terms of their sales agreements with UC.

Leadership wants to understand how effective these in-person visits are in getting partners to renew. They would also like to standardize the tasks to be performed during these visits and report on this data in Salesforce.

Which features should a Manufacturing Cloud consultant recommend to meet these requirements?

- A. Partner Visit Management, Experience Cloud, and Service Console for Manufacturing
- **B. Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators**
- C. Partner Visit Management, Advanced Account Forecasting, and CRM Analytics for Manufacturing

Answer: B

Explanation:

To meet the requirements of UC, a Manufacturing Cloud consultant should recommend the following features: Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators. Partner Visit Management helps sales managers schedule visits to dealer and distributor locations, monitor performance, follow up on sales agreements, and capture key metrics¹. Action Plans allow sales managers to create lists of tasks and associated assessment indicators that are commonly repeated across multiple visits². Generic Visit Key Performance Indicators enable sales managers to compare the expected metrics versus the actual metrics for the key performance indicators they defined and then take necessary actions³.

These features help UC to standardize the tasks to be performed during visits, understand how effective these visits are in getting partners to renew, and report on this data in Salesforce. The other features are not relevant for the given scenario. Advanced Account Forecasting is used to create holistic forecasts based on sales agreements, orders, opportunities, and account metrics⁴. CRM Analytics for Manufacturing is used to gain insights into sales performance, pipeline health, and customer satisfaction. Experience Cloud is used to create branded digital experiences for customers, partners, and employees. Service Console for Manufacturing is used to provide customer service and support across multiple channels. References: Partner Visit Management Workflow, Build Distributor Relationships with Partner Visit Management, Strengthen Relationships with Partners, Create Holistic Forecasts with Advanced Account Forecasting, [CRM Analytics for Manufacturing], [Experience Cloud], [Service Console for Manufacturing]

NEW QUESTION # 89

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 # 90

The administrator at Bonsai Manufacturing wants to renew several sales agreements. Which status on the sales agreement restricts the administrator from renewing?

- A. Expired
- **B. Activated**
- C. Approved

Answer: B

Explanation:

A sales agreement can be renewed only when it is in the renewal period, which is defined by the number of days before the end date of the agreement. A sales agreement that is expired or approved can be renewed if it is within the renewal period. However, a sales agreement that is activated cannot be renewed, because it means that the agreement is currently active and has not reached its end date or renewal period. References: Define Renewal Period for Sales Agreements, Renew a Sales Agreement.

NEW QUESTION # 91

An organization wants to provide flexibility to account managers and partner users concerning managing sales agreements. The organization has observed several requests from account managers to remove sales agreements they have inadvertently created and would like the account managers to do this themselves.

What should the organization do to accomplish this?

- **A. Give them the Delete Sales Agreements permission**
- B. Give them the Remove Sales Agreement permission
- C. Give them the Delete Sales Agreements profile

Answer: A

Explanation:

To delete a sales agreement, the user must have the Delete Sales Agreements permission, which is included in the Manufacturing Sales Agreement Manager permission set. This permission allows the user to delete an active, approved, canceled, or expired sales agreement, as long as it does not have any active orders associated with it. Giving the user the Delete Sales Agreements profile or the Remove Sales Agreement permission will not enable them to delete sales agreements, as these are not valid options in Salesforce Manufacturing Cloud. References: Delete a Sales Agreement, Assign the Manufacturing Permission Sets to Users.

NEW QUESTION # 92

Universal Containers (UC) uses an Enterprise Resource Planning (ERP) system for order and inventory management. UC would like to give its sales teams the ability to view the order information related to an account without replicating the order information.

Which object type should a consultant use to access account order information?

- A. A custom object
- B. A standard Order object
- **C. An external object**

Answer: C

Explanation:

A consultant should use an external object to access account order information from an ERP system. An external object is similar to a custom object, but the record data is stored outside the Salesforce organization.

By using external objects, the consultant can access the order data in real time via web service callouts, without replicating the data in Salesforce. This way, the sales teams can view the current state of the order information related to an account, without wasting storage and resources keeping data in sync. A standard Order object or a custom object would require copying the order data from the ERP system to the Salesforce organization, which is not the desired solution for UC. References: 1: External Objects2

NEW QUESTION # 93

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