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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q92-Q97):

### NEW QUESTION # 92

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

**Answer: B**

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 # 93

Universal Containers (UC) has implemented Sales Cloud and Service Cloud in seven countries in EMEA for about 100 users. UC has successfully tested and signed off on additional Sales Agreements functionality. In order to have control over the rollout and monitor the adoption, UC wants to roll out in a phased manner, country by country. UC follows a single-org strategy.

How should a consultant enable this rollout scenario?

- A. Deploy the new functionality and assign the Manufacturing licenses to all of the users.
- **B. Deploy the new functionality and assign the permission set to the designated users.**
- C. Deploy the new functionality and make the Sales Agreements tab visible for the designated users.

**Answer: B**

Explanation:

To enable a phased rollout of the Sales Agreements functionality, a consultant should deploy the new functionality and assign the permission set to the designated users. The permission set grants access to the Sales Agreements object and related actions, such as creating, editing, approving, and activating sales agreements. By assigning the permission set to the designated users, the consultant can control who can use the new functionality and monitor the adoption. The consultant does not need to make the Sales Agreements tab visible for the designated users, as the tab is automatically visible once the permission set is assigned. The consultant also does not need to assign the Manufacturing licenses to all of the users, as the licenses are only required for users who need access to the Manufacturing Cloud features, such as account forecasting and data processing engine. References: Get Started with Manufacturing Cloud for Sales, Assign the Manufacturing Permission Sets to Users

### NEW QUESTION # 94

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- **A. Update the forecast start period**
- **B. Update the forecast formula**
- **C. Update the forecast adjustment period**
- D. Update the forecast frequency
- E. Update the forecast display duration

**Answer: A,B,C**

Explanation:

On the Forecast settings page within Salesforce Manufacturing Cloud, actions such as updating the forecast start period, forecast

adjustment period, and forecast formula will trigger the regeneration of all the eligible accounts that meet the forecast generation criteria. These updates necessitate a re-evaluation of forecast data to ensure that the forecasts remain accurate and reflective of the latest business conditions and settings. This regeneration process is integral to maintaining the integrity and relevance of forecast data, facilitating effective planning and decision-making based on the most current information .

#### NEW QUESTION # 95

A regional sales manager for Universal Containers would like to forecast at the product hierarchy level. How should the system administrator set up Advanced Account Forecasting?

- A. Configure the forecast set on the Advanced Account Forecasting Setup page.
- **B. Create a flow to modify the Advanced Account Forecasting to support the product hierarchy.**
- C. Configure the forecast context field from Account Id to Product Category.

**Answer: B**

Explanation:

To forecast at the product hierarchy level, the system administrator needs to create a flow that modifies the Advanced Account Forecasting to include the product category as a custom dimension. The product category is a field on the product object that defines the hierarchy of products. By adding the product category as a custom dimension, the system administrator can enable the regional sales manager to view and adjust forecasts based on different product categories. The flow should use the Data Processing Engine to aggregate data from orders, opportunities, sales agreements, and other custom objects by product category, and then use the Calculate Advanced Account Forecast and Update Advanced Account Forecast Set Partner invocable actions to generate the forecasts. The flow should also assign the appropriate forecast set to the regional sales manager based on their role and region. References: Create Holistic Forecasts with Advanced Account Forecasting, Example: Generate Forecasts Across Multiple Regions with Advanced Account Forecasting, Calculate Account Forecasts Using Flows

#### NEW QUESTION # 96

Which method can be used to calculate Actuals for sales agreements?

- A. Automatically from orders through contracts
- **B. Automatically from direct orders**
- C. Automatically from contracts through orders.
- D. Manually using api upload
- E. Automatically from direct contracts

**Answer: B**

Explanation:

One of the methods to calculate Actuals for sales agreements is to automatically derive them from direct orders. A direct order is an order that is created from the related list of a sales agreement record. A daily automated process calculates the product quantity fulfilled in each activated order, and then updates that quantity in the sales agreement. This method allows you to track the actual performance of your sales agreements based on the orders placed by your customers or partners. You can also use other methods to calculate Actuals, such as importing quantities from external sources, or using orders associated with contracts. References: Create Orders to Calculate Sales Agreement Actuals, How Are Sales Agreement Actuals Calculated?

#### NEW QUESTION # 97

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