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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q135-Q140):

NEW QUESTION # 135

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

Answer: C

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 # 136

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

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

Answer: B

Explanation:

The time series projection feature in Tableau CRM for manufacturing is designed to track product growth trends. This functionality utilizes statistical order forecasting predictions generated using time series forecasting models, which include order quantity values and order revenue values with a specified confidence level. By focusing on product growth trends, this feature enables manufacturers to analyze and predict future product performance, facilitating informed decision-making and strategic planning .

NEW QUESTION # 137

Which statement is accurate about Account Manager Targets?

- A. Account Manager Targets are only supported for custom fiscal year.
- B. Account Manager Targets can only be used after a forecast calendar is configured.
- **C. Account Manager Targets are supported for standard fiscal year and custom fiscal year.**
- D. Account Manager Targets are only supported for standard fiscal year and not for custom fiscal year.

Answer: C

Explanation:

Account Manager Targets are a feature of Manufacturing Cloud that allows you to set and track sales goals for your account managers based on product volume, revenue, or any other custom measure. You can assign targets to individual account managers or to teams, and monitor their progress and performance over time.

Account Manager Targets are supported for both standard fiscal year and custom fiscal year, which means you can align your targets with your company's fiscal calendar. You can also use Account Manager Targets with or without a forecast calendar, which is another feature of Manufacturing Cloud that helps you create and manage forecasts for your accounts and products. References: Account Manager Targets in Manufacturing Cloud, Enable Account Manager Targets, What Is Manufacturing Cloud?

NEW QUESTION # 138

Universal Containers (UC) wants to adhere to implementation best practices. What is a recommended way for UC to establish clarity between new business and run-rate business?

- A. New businesses should use Opportunities and Collaborative Forecasting Run-rate business should use Sales Agreements and Account Based Forecast
- B. Run-rate business should use only Account Based Forecast and Opportunities.
- C. New businesses should always use Opportunities and Sales Agreements.

Answer: A

Explanation:

To establish clarity between new business and run-rate business, Universal Containers should adopt a differentiated approach where new businesses use Opportunities and Collaborative Forecasting, while run-rate business utilizes Sales Agreements and Account-Based Forecasting. This strategy leverages the strengths of Salesforce Manufacturing Cloud's forecasting and agreement features to align with the distinct nature of new and run-rate business, ensuring accurate forecasting and effective management of business operations.

NEW QUESTION # 139

An organization would like to show its account managers specific data points for Sales Agreements terms based on business needs. What is the first step in providing these insights to the account reps?

- A. Allowing account reps to add agreement terms
- B. Enabling custom metrics
- C. Enabling metric groups

Answer: B

NEW QUESTION # 140

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