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Salesforce Manufacturing Cloud Accredited Professional Exam Sample

Questions (Q25-Q30):

NEW QUESTION # 25
Which two statements are true, if an org hits the account product period forecast record limit?

- A. New products added to account forecasts will not be included in recalculations
- B. New products are not added when recalculating a single account forecast or recalculating all account forecasts
- C. The add products option will no longer appear on the agreement terms tab
- D. New Products cannot be added to account forecasts

Answer: A,B

Explanation:
Explanation
When an org hits the account product period forecast record limit, new products cannot be added to account forecasts automatically. This means that when a user recalculates a single account forecast or all account forecasts, the new products are not added to the forecast. Also, if a user manually adds a new product to an account forecast, the product will not be included in the forecast calculations. The user will see a warning message indicating that the product is not calculated. To resolve this issue, the user can contact Salesforce Customer Support to request an increase in the limit. References: Salesforce Help: View the Data Volume Usage, Defined Limits, and the Percentage of Limit Used for Account Forecasts, Salesforce Help: Considerations for Working with Manufacturing

NEW QUESTION # 26
What is required before the analytics for manufacturing App can be created?

- A. At least dashboard must exist in each of the manufacturing cloud objects to be analyzed
- B. Refresh sales agreements to be analyzed
- C. Refresh forecasts to be analyzed
- D. At least one record must exist in each of the Manufacturing cloud objects to be analyzed

Answer: D

Explanation:
Explanation
Before you create the analytics for manufacturing App, you need to ensure that your data meets some specific requirements. One of these requirements is that at least one record must exist in each of the Manufacturing cloud objects to be analyzed, such as sales agreements, account forecasts, account manager targets, and rebates. Otherwise, the data fails the CRM Analytics check and you see an error message. Having records in these objects ensures that the app can import and display relevant data for your business1. References: Data Required to Create the Analytics for Manufacturing App

NEW QUESTION # 27
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, Advanced Account Forecasting, and CRM Analytics for Manufacturing
- B. Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators
- C. Partner Visit Management, Experience Cloud, and Service Console 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. Reference: 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 # 28
How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

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

Answer: E

Explanation:
Explanation
The time series projection feature in Tableau CRM for manufacturing provides data insights by tracking product growth trends. It uses historical data and machine learning to forecast future product demand and revenue. You can use this feature to analyze how your products are performing over time, identify seasonal patterns, and compare different scenarios. You can also adjust the forecast parameters, such as confidence interval, seasonality, and projection period, to suit your business needs. References: Time Series Forecasting Transformation: Forecast Measures

NEW QUESTION # 29
The warranty claim adjudicators on the global warranty team at Universal Containers noticed that the Claims page in the Warranty Lifecycle Management app is not showing when the warranty for the asset ends.
What should the consultant recommend the warranty team do as part of claims processing?

- A. Register the asset by creating the Asset record and Asset Warranty Terms record for the asset.
- B. Register the asset by creating the Asset record and Product Warranty Terms record for the asset
- C. Register the asset by creating the Asset record and Warranty Term Coverages record for the asset.

Answer: A

Explanation:
To address the issue of the Claims page not showing when the warranty for the asset ends, the consultant should recommend registering the asset by creating the Asset record and the Asset Warranty Terms record.
This ensures that all relevant warranty information, including the end date, is captured and displayed as part of the claims processing workflow, thus providing warranty claim adjudicators with the complete data needed for effective claims management.

NEW QUESTION # 30
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