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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q69-Q74):

### NEW QUESTION # 69

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. External Apps
- B. Manufacturing Cloud license for external users
- C. Visualforce pages
- D. Experience Cloud
- E. Lightning Classic Apps

**Answer: A,D**

Explanation:

To collaborate with channel partners in Manufacturing Cloud, it is recommended to use external apps and Experience Cloud. External apps are applications that run outside of Salesforce but can integrate with Salesforce data and functionality. They can provide custom solutions for specific business needs and extend the capabilities of Manufacturing Cloud. For example, external apps can enable partners to access inventory levels, order status, product catalogs, and pricing information from Salesforce. Experience Cloud, formerly known as Community Cloud, is a platform that allows you to create branded digital experiences for your customers, partners, and employees. It can help you engage with your channel partners and provide them with self-service tools, collaboration features, and personalized content. For example, Experience Cloud can enable partners to view and update sales agreements, account forecasts, rebates, and targets from Salesforce. It can also help you train and onboard your partners, monitor their performance, and reward them for their achievements. References: Engage with Your Partners, Re-Imagining Partner Relationships with Manufacturing Cloud, Manufacturing Cloud

#### NEW QUESTION # 70

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer. Each agreement contains Product A. Via manual API upload, a new order containing Product A comes in for the current quarter. Which Sales Agreement will this new order be linked to?

- **A. The Sales Agreement that was selected by custom logic will be linked to the order.**
- B. The Sales Agreement that was activated last will be linked to the order.
- C. The Sales Agreement that was activated first will be linked to the order.
- D. The Sales Agreement can only be linked manually to the order.

**Answer: A**

Explanation:

When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to. You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last<sup>1</sup>. References: Sales Agreements and Forecasting in Manufacturing Cloud Set Up and Configure Sales Agreements

#### NEW QUESTION # 71

Which Manufacturing Intelligence dashboard should a consultant use to identify products that could upsell and cross-sell across all accounts for the next quarter?

- A. Pricing Insights
- B. Team Targets
- **C. Whitespace Analysis**

**Answer: C**

#### NEW QUESTION # 72

Universal Containers has a large number of stock keeping units (SKUs), which hinders the executive team from making decisions quickly. Which functionive team?

- A. Sales Agreements
- **B. Product Categories**
- C. Account Based Forecasting

**Answer: B**

Explanation:

o help the executive team make decisions quickly, an administrator should implement Product Categories functionality. Product Categories are a way of grouping products based on common characteristics, such as type, brand, flavor, or package<sup>12</sup>. By using

Product Categories, the executive team can easily filter, sort, and analyze the large number of SKUs in their business. They can also use Product Categories to create sales agreements and forecasts at different levels of granularity<sup>1</sup>. References: Manage Products and Categories in a Sales Agreement, Configure Product Hierarchies Unit

### NEW QUESTION # 73

Universal Containers (UC) is interested in using Manufacturing Cloud. During discovery, the business analyst identifies the following requirements:

1. UC needs the ability to set quantity and revenue targets at the manager level, and the manager needs the ability to distribute that across each member of their team and their team's accounts.
2. UC needs the ability to visualize the targets compared to the actual order amounts for the accounts with targets.
3. UC needs the ability to forecast its sales on a rolling 12-month basis using a combination of data from opportunities, long-term agreements, past orders, and market data that is uploaded periodically.

Which combination of Manufacturing Cloud features addresses the requirements above?

- A. Account Manager Targets, Advanced Account Forecasting, CRM Analytics for Manufacturing App
- B. Account Manager Targets, Account Based Forecasting, CRM Analytics for Manufacturing App
- **C. Account Manager Targets, Sales Agreements, Advanced Account Forecasting**

**Answer: C**

Explanation:

Account Manager Targets allow UC to set and track quantity and revenue targets at the manager level, and distribute them to their team members and accounts<sup>1</sup>.

Sales Agreements allow UC to manage run-rate or long-term negotiated business with their customers, and track the order realization against the agreed terms<sup>1</sup>.

Advanced Account Forecasting allow UC to forecast their sales on a rolling 12-month basis using data from opportunities, sales agreements, past orders, and market data<sup>1</sup>.

CRM Analytics for Manufacturing App is a prebuilt app that provides insights into sales performance, account health, and customer satisfaction, but it does not address the requirements of UC<sup>2</sup>.

Account Based Forecasting is a feature that allows UC to forecast their sales based on account hierarchy, but it does not use data from sales agreements or market data<sup>3</sup>.

What Is Manufacturing Cloud? - Salesforce

CRM Analytics for Manufacturing App - Salesforce

Account Based Forecasting - Salesforce

### NEW QUESTION # 74

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