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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q134-Q139):

NEW QUESTION # 134

Universal Containers just launched 100 new products to be used in Salesforce Sales Agreements. How should the products be set up in order for them to appear in sales agreements?

- A. All active products automatically appear in sales agreements.
- **B. Products must be marked as active and added to the standard price book.**
- C. All products with active standard price book entries can be added to sales agreements.

Answer: B

Explanation:

To ensure that the 100 new products appear in sales agreements, they must be marked as active and added to the standard price book. This is necessary for managing products and categories within a sales agreement and allows for the addition of new product lines or categories to activated sales agreements .

NEW QUESTION # 135

Universal Containers (UC) is looking to improve visibility into its long-term agreements and forecasts. A business analyst has gathered UC's requirements and determined a few key requirements that they need compared to standard functionality.

1. UC tracks its long-term agreements by planned quantity and planned revenue at the product category level.
2. UC has a custom fiscal year and tracks its forecast weekly.
3. UC needs to see the ordered quantity, revenue, shipped quantity, and revenue in its forecast metrics.
- 4) The primary dimension in UC's forecasts is the product category.

What should be customized in Manufacturing Cloud to accomplish the business requirements?

- A. Sales Agreement Metrics
- B. Advanced Account Forecast Fact object
- **C. Data Processing Engine (DPE) Templates**

Answer: C

Explanation:

Data Processing Engine (DPE) Templates are used to customize the data model and calculations for account- based forecasting in Manufacturing Cloud. DPE Templates allow users to define the dimensions, metrics, and formulas for their forecasts based on their business needs. In this case, UC needs to customize the DPE Template to include the product category as a dimension, and the ordered quantity, revenue, shipped quantity, and revenue as metrics. UC also needs to specify the custom fiscal year and the weekly forecast frequency in the DPE Template. The other options are not relevant for this requirement. Sales Agreement Metrics are used to track the performance of sales agreements, not forecasts. Advanced Account Forecast Fact object is a standard object that stores the forecast data, not a customization option. References: Customize Data Processing Engine (DPE) Templates, Account-Based Forecasting in Manufacturing Cloud

NEW QUESTION # 136

The Financial Team at Budget Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate management. How can an Admin ensure that this requirement is fulfilled?

- A. Create a custom field in Transaction Journal, copy Invoice Status data into custom field, then use as an eligibility condition in Rebate Types
- B. Update Data Processing Engine job to filter out transactions where Invoice status does not Paid
- **C. Validate invoice status in ERP before bringing into Salesforce.**
- D. Additional steps are not needed Only transactions with Status = Paid are included in the Journal,

Answer: C

Explanation:

To ensure that rebates are paid out only on invoices that have status paid, an admin can create a custom field in the Transaction Journal object, and copy the invoice status data from the source system into that field.

Then, the admin can use that field as an eligibility condition in the Rebate Types, so that only transactions that match the criteria are included in the rebate calculation. This way, the admin can avoid paying rebates on invoices that are not yet paid, or that are canceled, refunded, or disputed. References: [Rebate Management - Salesforce Help], Create and Manage Rebate Types - Salesforce Help, Create and Manage Transaction Journals - Salesforce Help, Create and Manage Data Processing Engine Definitions - Salesforce Help, Rebate Management for Manufacturing Cloud - Salesforce Help

NEW QUESTION # 137

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. No defined limit
- D. 2
- E. 3

Answer: C

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 # 138

Which two methods can be used to recalculate payouts after the payout period is closed?

- A. Recalculate payouts due to changed benefits
- B. Recalculate payouts with no charge in benefits
- C. Recalculate account benefit charge
- D. Receive payouts with charged benefits
- E. Renew payouts with benefit charges

Answer: A,B

Explanation:

You can recalculate payouts for closed periods in two situations: when the member benefits change due to changed requirements, or when the member submits transactions after the payout period is closed, or there is an error in the payout calculation. In both cases, you need to modify the payout records and run the rebate flow again to recalculate the payouts. The first method is to recalculate payouts due to changed benefits, which means that the benefit structure and terms have changed after the payout was calculated for a period.

The second method is to recalculate payouts with no charge in benefits, which means that the benefit structure and terms have not changed, but the transactions or the payout calculation have changed. References: Recalculate Payouts for Closed Periods, Rebate Management

NEW QUESTION # 139

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