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AP Chemistry 2023 Cram Review Packet

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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q35-Q40):

NEW QUESTION # 35

Many of Universal Containers' management teams must travel to different production facilities as part of their regular work. They require access to features on their desktop and mobile devices to view and approve sales agreements.

What is an important consideration to keep in mind when preparing and conducting testing?

- A. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is required.
- B. **Sales Agreement features are not available on mobile devices, but approvals can be done via email.**
- C. The Mobile User permission must be assigned to the test users.

Answer: B

NEW QUESTION # 36

An administrator has updated the team member hierarchy type from Forecasts hierarchy to Manager hierarchy on the account manager target.

What will happen to existing targets?

- A. All access to existing targets will be deleted.
- B. **Status for all existing targets will become Read-only.**
- C. Status for all existing targets will become Draft.

Answer: B

Explanation:

When an administrator changes the team member hierarchy type for account manager targets, the existing targets are affected by this change. The status of all existing targets becomes read-only, which means that they cannot be edited or deleted. This is to prevent any inconsistency or data loss due to the change in hierarchy.

The new hierarchy type will apply only to the new targets that are created after the change. References: Choose Team Member Hierarchy for Account Manager Targets

NEW QUESTION # 37

What are some key considerations in ensuring an efficient and successful global rollout of Manufacturing Cloud?

- A. **Manufacturers may have one or many versions of core systems like an Enterprise Resource Planning (ERP) that will require integrations and design considerations that vary.**
- B. There are language requirements, legal variation by geography, and cultural differences.
- C. Rollouts must be phased rather than done simultaneously because Manufacturing Cloud has regional and data volume limitations.

Answer: A

Explanation:

n: When planning a global rollout of Manufacturing Cloud, some key considerations are:

Manufacturers may have one or many versions of core systems like an Enterprise Resource Planning (ERP) that will require integrations and design considerations that vary. Manufacturing Cloud can integrate with existing ERP systems and Order Management Systems (OMS) by using APIs, the MuleSoft Accelerator for Manufacturing, or other middleware solutions¹. However, different versions of ERP systems may have different data models, business processes, and security requirements that need to be taken into account when designing and implementing the integrations².

There are language requirements, legal variation by geography, and cultural differences. Manufacturing Cloud supports multiple languages and currencies, but it also needs to comply with the local laws and regulations of each country or region where it operates¹. For example, there may be different tax rules, privacy policies, or data protection standards that affect how Manufacturing Cloud handles and stores customer data³. Additionally, there may be cultural differences in how customers and partners communicate, negotiate, and collaborate, which may require adjustments in the user interface, workflows, and analytics of Manufacturing Cloud⁴. References: Considerations for Working with Manufacturing, What Is Manufacturing Cloud?, Salesforce Blog: Manufacturing Cloud, Salesforce Manufacturing Cloud: enabling customer centricity for manufacturers

NEW QUESTION # 38

Which two statements are correct about sales agreement cloning?

- A. The product details are copied over from the original sales agreement
- B. The new sales agreement is created in draft status
- C. The default start date of the new sales agreement is equal to the start date of the original sales agreement
- D. The new sales agreement is created in activated status
- E. The agreement term details are copied over from the original sales agreement

Answer: A,B

Explanation:

Sales agreement cloning is a feature that allows users to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for different accounts or time periods. When cloning a sales agreement, the product details, such as product name, quantity, price, and discount, are copied over from the original sales agreement. The new sales agreement is created in draft status, which means it can be edited and submitted for approval. The default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The agreement term details, such as metrics, actuals, and forecasts, are not copied over from the original sales agreement, as they are specific to each sales agreement and time period. References: Clone a Sales Agreement, Sales Agreement Cloning

NEW QUESTION # 39

What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

- A. Delete, add, clone and transform journal transactions.
- B. **Query, extract, filter and aggregate journal transactions**
- C. It applies the benefit structure and creates payouts
- D. It includes custom metrics in the transaction journal

Answer: B

Explanation:

Data Processing Engine (DPE) is a feature of Rebate Management that allows you to transform data that is available in your Salesforce org and write back the transformation results as new or updated records. You can use DPE to process data for standard and custom objects. Rebate Management has DPE templates that you can clone and customize to suit your business needs. The templates either help you to aggregate transactions by different criteria, or help you to manage other rebate processes. The out-of-the-box DPE jobs in Rebate Management use the templates to query, extract, filter and aggregate journal transactions based on the eligibility criteria and calculation definitions of the rebate types. The aggregated data is then stored in the Rebate Member Product Aggregate object, which is used to calculate the payouts for the program members. References: Data Processing Engine in Rebate Management | Salesforce Trailhead Module, Data Processing Engine Templates with Rebate Management - Salesforce, Data Processing Engine | Rebate Management Developer Guide | Salesforce Developers, Data Processing Engine, Batch Management, and Invocable Actions | Rebate Management Developer Guide | Salesforce Developers

NEW QUESTION # 40

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