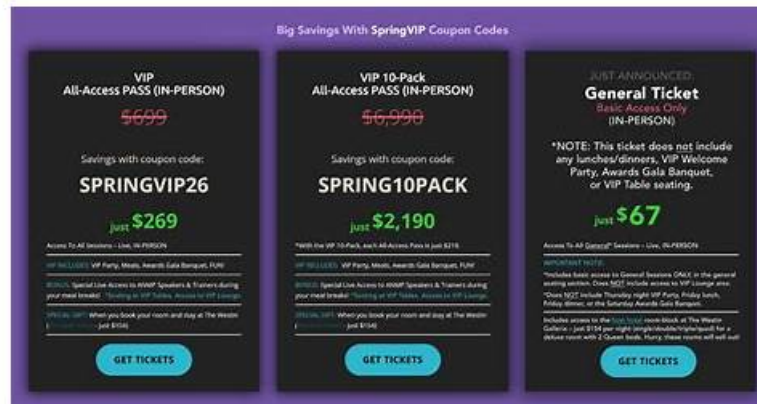


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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q110-Q115):

NEW QUESTION # 110

Universal Containers wants to add a rebate benefit defined by a product dimension. Which related list must be defined to create this dimension?

- A. Rebate Type Mappings
- B. Dimensions Type Mappings
- C. Payout Mappings
- D. Benefit Mappings

Answer: D

Explanation:

Benefit mappings are used to define the product dimensions for a rebate benefit. Product dimensions are the criteria that determine

which products are eligible for a rebate benefit. For example, you can create a product dimension based on product family, product line, or product category. You can also create custom product dimensions to suit your business needs¹. To create a product dimension for a rebate benefit, you need to add a benefit mapping related list to the benefit record and specify the dimension type and values². References: 1: Define Product Dimensions for Rebate Benefits | Salesforce Help³, 2: Create Benefits and Activate a Program Unit | Salesforce Trailhead⁴

NEW QUESTION # 111

An administrator has performed the data migration of sales agreements. The client would like to ensure that data wasn't lost in the process. How should the administrator test the data consistency across the legacy system and Salesforce?

- A. Verify the migration file and compare randomly selected lines with the legacy system.
- B. Create custom reports to aggregate the sales agreements' values and compare with the legacy system.
- C. Use Data Loader to generate a .csv file and manually compare it to import files.

Answer: A

Explanation:

To ensure data consistency following the migration of sales agreements, the administrator should verify the migration file and compare randomly selected lines with the legacy system. This method allows for a focused and manageable approach to validating the accuracy of the migrated data, ensuring that no data was lost or incorrectly migrated during the process. It's a practical approach that balances thoroughness with efficiency, particularly when dealing with large datasets.

NEW QUESTION # 112

Universal Containers (UC) has created flows for its Manufacturing Cloud processes. UC is looking to make additional improvements, as all actions within its flows are currently custom-built.

What are some of the default automation actions that Manufacturing Cloud provides for flows and process builders?

- A. Recalculate Forecasts Actions, Update Account Manager Target Values, Send Forecast Summary Actions
- B. Update Account Manager Target Values, Refresh Actuals Calculations, Calculate Advanced Account Forecasts
- C. Calculate Advanced Account Forecasts, Recalculate Forecasts Actions, Recalculate Account Manager Targets

Answer: B

NEW QUESTION # 113

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. It applies the benefit structure and creates payouts
- C. It includes custom metrics in the transaction journal
- D. Query, extract, filter and aggregate journal transactions

Answer: D

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 # 114

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating actuals against account manager targets?

- **A. Account Owner**
- **B. Other User**
- C. Custom Lookup Field for a user on Account.
- **D. Order Owner**
- E. Opportunity Owner

Answer: A,B,D

Explanation:

These three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard when calculating actuals against account manager targets. The configuration wizard guides users through the creation of an app from the Analytics for Manufacturing template and allows them to customize the data and settings for the app. One of the settings is to choose who gets credit for the orders, which determines how the actual revenue is attributed to the account managers. The user can select one of the following options:

Account Owner: This option credits all orders to the account owner's actual revenue, regardless of who owns the order. This is useful when the account owner is responsible for the overall relationship and revenue of the account.

Order Owner: This option credits all orders to the order owner's actual revenue, regardless of who owns the account. This is useful when the order owner is responsible for the individual order and revenue of the order.

Other User: This option credits all orders to a custom user's actual revenue, based on a custom lookup field for a user on the account. This is useful when there is a different user, such as a sales engineer or a partner, who is responsible for the order and revenue of the order.

= Create and Share an App from the Analytics for Manufacturing Template, Salesforce Authentication - Tableau, The Configuration Wizard - Salesforce Developers

NEW QUESTION # 115

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