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Salesforce Manufacturing-Cloud-Professional: Manufacturing Cloud Accredited Professional exam is an essential certification for professionals working in manufacturing businesses. Manufacturing-Cloud-Professional Exam Tests their knowledge of the Manufacturing Cloud solution and validates their expertise in using it. Manufacturing Cloud Accredited Professional Exam certification demonstrates the professional's credibility and expertise in the field of manufacturing and helps them enhance their career prospects.

## Salesforce Manufacturing Cloud Accredited Professional Exam Sample

## Questions (Q39-Q44):

### NEW QUESTION # 39

When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

- A. No sales agreements will be considered.
- B. All active and expired sales agreements will be considered.
- C. All sales agreements within the generation period will be considered.
- D. Only sales agreements with approved adjustments in the Salesforce org will be considered.
- E. Only approved sales agreements in the Salesforce org will be considered.

**Answer: A**

Explanation:

Explanation

if Sales Agreement List View is not selected in the Account Forecast Calculation Settings, no sales agreements will be considered when calculating the sales agreement metric values of account forecasts. This means that the account forecasts will only reflect the opportunity metric values, and not the sales agreement metric values. To include the sales agreement metric values in the account forecasts, you need to select a sales agreement list view that defines which sales agreements to use for the calculations. References: 1: Configure Account Forecast Calculation Settings - Salesforce

### NEW QUESTION # 40

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

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

**Answer: A**

### NEW QUESTION # 41

If an organization would like to apply a rebate program to more than one account, which course of action should be taken to accomplish this requirement?

- A. Add each account to the members related list on the rebate program
- B. Create a new rebate program for each account
- C. Add each account to the rebate benefits related list to the rebate program

**Answer: A**

Explanation:

According to the Salesforce Manufacturing Cloud documentation, to apply a rebate program to more than one account, you need to add each account to the members related list on the rebate program. This way, you can enroll multiple accounts as members of the same rebate program and track their transactions and payouts. You can add one account at a time, or use an existing Accounts list view to enroll multiple members. You can also enroll an account in multiple rebate programs if needed<sup>1</sup>. References: 1: Enroll Members to a Rebate Program

### NEW QUESTION # 42

Universal container wants to enter a sales agreement for Widget A, Which three minimum data element required on sales agreement

- A. Opp, Pricebook, Product
- B. Account, Price book, Product
- C. Account, Product, Orders
- D. Account, Opp, Contracts

**Answer: B**

Explanation:

Explanation

create a sales agreement, you need to specify the account, the price book, and the product(s) that are part of the agreement. The account is the customer that you have a contractual relationship with. The price book is the list of products and prices that you offer to the account. The product(s) are the items that you agree to sell to the account for a certain quantity, price, and time period. You can also add other optional data elements to the sales agreement, such as start date, end date, schedule frequency, schedule count, and terms and conditions<sup>1</sup>. References:

Create a Sales Agreement

### NEW QUESTION # 43

Where would a consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities be found?

- A. Contracts in Manufacturing Cloud
- B. Account Based Forecast in Manufacturing Cloud
- C. Rebate Management in Manufacturing Cloud
- **D. Sales Agreement in Manufacturing Cloud**
- E. Account Manager Targets in Manufacturing Cloud

**Answer: D**

Explanation:

Explanation

A sales agreement in Manufacturing Cloud represents a long-term agreement between a buyer and a seller to negotiate price and volume of products<sup>1</sup>. It provides a consolidated view of all the terms of the agreement, including the duration, products, price, planned quantities, and actual quantities<sup>2</sup>. A sales agreement can be created from an external source, such as a quote, opportunity, or custom object<sup>3</sup>. A sales agreement can also be used to create accurate account forecasts based on the planned and actual quantities<sup>4</sup>. References: Sales Agreements and Forecasting in Manufacturing Cloud, Get Started with Sales Agreements, Sales Agreement, Sales Agreement

### NEW QUESTION # 44

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