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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q151-Q156):

NEW QUESTION # 151

An administrator at Universal Containers has been asked to establish a 180-day renewal period for all sales agreements within Manufacturing Cloud.

Which method should the administrator use to define the renewal period for sales agreements?

- A. Utilize the standard Renewal Period field provided in the Sales Agreement object.

- B. Leverage a flow to automate renewal reminders based on the renewal period.
- C. Configure a validation rule to ensure the renewal period meets specific criteria.

Answer: A

NEW QUESTION # 152

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

Answer: A

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 accounts¹.

Sales Agreements allow UC to manage run-rate or long-term negotiated business with their customers, and track the order realization against the agreed terms¹.

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 data¹.

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 UC².

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 data³.

What Is Manufacturing Cloud? - Salesforce

CRM Analytics for Manufacturing App - Salesforce

Account Based Forecasting - Salesforce

NEW QUESTION # 153

Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

- A. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration
- **B. Leverage the manufacturing experience cloud template to set up a secure site for collaboration**
- C. Leverage the salesforce site manufacturing cloud template to set up a secure site for collaboration
- D. Leverage my domain to set up a secure site for collaboration

Answer: B

Explanation:

Manufacturing Cloud comes with a predefined manufacturing partner template that can help manufacturers collaborate efficiently with their channel partners on sales agreements, forecasts, leads, and opportunities. The manufacturing partner template is a responsive portal that provides partners with access to knowledge articles, dashboards, and reports. Partners can also update products, prices, quantities, and adjustments on sales agreements, as well as view and edit account forecasts. The manufacturing experience cloud template is built on Experience Cloud, which allows you to customize the site with branding, themes, components, and pages.

You can also assign user permissions and roles for the site to control the access and visibility of your partners. References: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.

com, Simplify Partner Engagement: A Guide for Manufacturers

NEW QUESTION # 154

When is an appropriate time to generate the detailed technical design document when implementing Manufacturing Cloud?

- A. The detailed technical design document should be ready before engaging the business users to gather requirements.
- **B. The detailed technical design document is completed after the business requirement document has been generated.**
- C. The detailed technical design document should be completed after an organization goes live with Manufacturing Cloud.

Answer: B

Explanation:

The detailed technical design document is a document that describes the technical specifications and architecture of a solution. It is based on the functional and nonfunctional requirements that are captured in the business requirement document1. Therefore, the detailed technical design document should be completed after the business requirement document has been generated, and before the development and testing phases of the project. This ensures that the technical design aligns with the business needs and expectations, and provides a clear roadmap for the implementation team2. References: 1: Get Started with the Technical Project Documentation3, 2: Documentation and Implementation Diagrams1

NEW QUESTION # 155

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 products with active standard price book entries can be added to sales agreements.
- **B. Products must be marked as active and added to the standard price book.**
- C. All active products automatically appear in 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 # 156

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