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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q97-Q102):

NEW QUESTION # 97

Which insights does a user get from Order Forecasting for Manufacturing CRMA app?

- A. Forecasted value only for the specified time period
- B. Forecasted value, range of forecasts, and accuracy
- C. Forecasted value only for the next 3 months

Answer: B

NEW QUESTION # 98

Universal Containers wants to make run-rate business more predictable within Manufacturing Cloud. Which standard feature serves as a starting point to manage this?

- **A. Sales Agreements**
- B. Opportunity or Sales Agreements
- C. Opportunity

Answer: A

Explanation:

n: Sales Agreements are the standard feature in Manufacturing Cloud that allow users to track and manage their run-rate or long-term negotiated business. Sales Agreements unify the data from ERP and order management systems with the contract terms, including planned volumes and revenues, so that both operations and account teams can have a 360-degree view of the customer. Sales Agreements also enable users to forecast their run-rate business more accurately and efficiently by using account-based forecasting.

Opportunities are used to track new business or one-off business, not run-rate business. Opportunity or Sales Agreements is not a valid option, as they are two different features. References: What Is Manufacturing Cloud?, Forecast Your Run-Rate and New Business with Account-Based Forecasting, Salesforce Launches Manufacturing Cloud-Aligning Sales and Operations to Deliver More Transparent and Predictable Business Outcomes, Salesforce Blog: Manufacturing Cloud

NEW QUESTION # 99

The warranty claim adjudicators on Universal Containers' global warranty team need visibility to all the claim- related data on a single page. This includes information on whether the asset is covered under warranty and a detailed breakup in terms of replaced parts and labor costs.

Which of the following permission set licenses do the claims adjudicators need for this?

- A. Service Console for Manufacturing and Warranty Lifecycle Management Psl
- **B. Warranty Lifecycle Management Psl and Claims Management Foundation**
- C. Industry Service Excellence and Warranty Lifecycle Management Psl

Answer: B

NEW QUESTION # 100

Universal Containers has implemented Rebate Management and wants to define the Benefit information section of a Rebate Type Benefit. Which Sequence of Minimum and Maximum Range values would be valid?

- **A. 0 to 100**
- B. 201 to 300
- C. 101 to 200
- D. 301 to 400

Answer: A

Explanation:

Rebate Management allows businesses to create and manage rebate programs that reward their partners for meeting sales targets. A rebate program consists of a rebate type, which defines the incentive structure, and a rebate agreement, which specifies the eligible partners and products. A rebate type benefit is a component of a rebate type that defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. A benefit tier is a subcomponent of a rebate type benefit that specifies a range of sales targets and applicable benefit values. The minimum and maximum range values of a benefit tier must be positive integers and must not overlap with other benefit tiers in the same benefit. Therefore, the sequence of 0 to 100 is valid, while the other sequences are not. References: Rebate Management, Create and Manage Rebate Programs, Rebate Management Workflow

NEW QUESTION # 101

The warranty claim adjudicators on the global warranty team at Universal Containers noticed that the Claims page in the Warranty Lifecycle Management app is not showing when the warranty for the asset ends.

What should the consultant recommend the warranty team do as part of claims processing?

- A. Register the asset by creating the Asset record and Asset Warranty Terms record for the asset.
- B. Register the asset by creating the Asset record and Warranty Term Coverages record for the asset.
- C. Register the asset by creating the Asset record and Product Warranty Terms record for the asset

Answer: A

Explanation:

To address the issue of the Claims page not showing when the warranty for the asset ends, the consultant should recommend registering the asset by creating the Asset record and the Asset Warranty Terms record.

This ensures that all relevant warranty information, including the end date, is captured and displayed as part of the claims processing workflow, thus providing warranty claim adjudicators with the complete data needed for effective claims management.

NEW QUESTION # 102

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