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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q130-Q135):

NEW QUESTION # 130
Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business.
The actuals are updated directly from the orders.
In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

- A. Accounts, Sales Agreements, Sales Agreements Schedules, Orders
- B. Accounts, Sales Agreements, Sales Agreements Products, Orders
- C. Orders, Accounts, Sales Agreement, Sales Agreement Products

Answer: A

Explanation:

To migrate data from a legacy system to Manufacturing Cloud, the administrator should follow the recommended order of data import. This order ensures that the data dependencies and relationships are maintained and that the data integrity is preserved. The recommended order of data import is as follows1:

Accounts: This is the first object to import, as it represents the customers and their details. Accounts are related to Sales Agreements and Orders, so they must be imported before them.

Sales Agreements: This is the second object to import, as it represents the contractual agreements between the customers and the manufacturer. Sales Agreements are related to Sales Agreement Products and Sales Agreement Schedules, so they must be imported before them.

Sales Agreement Products: This is the third object to import, as it represents the products that are included in the Sales Agreements. Sales Agreement Products are related to Sales Agreement Product Schedules, so they must be imported before them.

Sales Agreement Product Schedules: This is the fourth object to import, as it represents the forecasted quantities and prices of the Sales Agreement Products over time. Sales Agreement Product Schedules are related to Orders, so they must be imported before them.

Orders: This is the fifth and final object to import, as it represents the actual orders placed by the customers.
Orders are related to Order Products, which are automatically created when the Orders are imported.

Therefore, the correct answer is B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders. References: Import Data into Manufacturing Cloud

NEW QUESTION # 131

A consultant has been assigned to comprehensively analyze how an organization utilizes Manufacturing Cloud to improve its business processes and workflows.
Why is it important to understand the landscape of the business before going into the details of requirements?

- A. To support the various business process capabilities across teams that support the customer and the needed areas for integration
- B. To help broaden the scope of the project and initiative so that everything transforms at once
- C. To ensure there's an understanding of the big picture and understand where the real opportunity lies between teams agnostic of Manufacturing Cloud

Answer: C

Explanation:
It is important to understand the landscape of the business before going into the details of requirements because it helps the consultant to ensure there's an understanding of the big picture and where the real opportunity lies between teams agnostic of Manufacturing Cloud. By analyzing the current state of the business, the consultant can identify the pain points, challenges, goals, and opportunities of the organization and its stakeholders. The consultant can also map out the value chain, the customer journey, the key processes, and the systems and data involved in the business operations. This will help the consultant to align the requirements with the business objectives and priorities, and to design a solution that delivers value and impact across the organization. Understanding the business landscape also enables the consultant to communicate effectively with the client and to establish trust and credibility.
References:
Manufacturing Cloud - Salesforce
Manufacturing - Salesforce.com
Meet Manufacturing Cloud Unit | Salesforce Trailhead

NEW QUESTION # 132

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

Answer: C

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 # 133

Universal Containers is using Sales Agreements and does not want to bring actual orders data into Salesforce.
However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which Actuals Calculation option in the Sales Agreement Setup must be selected?

- A. Automatically from orders through contracts
- B. Manually using Actual Orders API
- C. Manually using API upload
- D. Automatically from direct orders.

Answer: B

Explanation:
you do not want to bring actual orders data into Salesforce, you can use the Actual Orders API to manually calculate the actual quantities for sales agreements. This option allows you to use external data sources to update the actuals in Salesforce without creating orders or contracts. You can also use the Actual Orders API to refresh the actuals calculations for sales agreements for current and future periods1. References: 1: Refresh Actuals Calculation Action | Manufacturing Cloud Developer Guide | Salesforce Developers2

NEW QUESTION # 134

Service agents can't see the Service Console for Manufacturing app despite the administrator enabling Service Console for Manufacturing in the setup.
What is the recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app?

- A. Create a custom permission set to give access to the Service Console for Manufacturing app and grant it to all Service Agents.
- B. Add the Service Console for Manufacturing component to the Service Console Lightning Page Layout.
- C. Grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets

Answer: C

Explanation:
The recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app is to grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets. These permission sets provide access to the Service Console for Manufacturing app and the components within it, such as the Customer 360 Timeline, the Asset Performance Monitor, and the Warranty Claims Manager1. Adding the Service Console for Manufacturing component to the Service Console Lightning Page Layout or creating a custom permission set are not necessary steps to enable the app functionality2. References: Set Up Users and Permissions for Manufacturing Cloud, Learn About Service Console for Manufacturing

NEW QUESTION # 135

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