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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q155-Q160):

NEW QUESTION # 155

The warranty administrators on the global warranty team at Universal Containers (UC) want to specify the parts and labor codes covered under warranty for UC's products.

Which object should help the administrators achieve this?

- A. Warranty Term Coverages related list under Warranty Terms.
- B. Product Warranty Terms related list under Warranty Terms
- C. Warranty Terms.

Answer: A

NEW QUESTION # 156

Which dashboards are on the Account page by default after the system administrator installs the Analytics app?

- A. Accounts agreement performance; Forecast analytics for the selected account
- B. Accounts agreement performance; Pricing analytics for the selected account
- C. Accounts agreement performance; Forecast analytics for all accounts

Answer: A

Explanation:

Upon the installation of the Analytics app, the default dashboards on the Account page include "Accounts agreement performance" and "Forecast analytics for the selected account." These dashboards provide a comprehensive overview of an account's performance in terms of sales agreements and forecast accuracy, allowing for in-depth analysis and strategic planning based on historical and current data.

NEW QUESTION # 157

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Experience Cloud
- B. Visualforce pages
- C. Manufacturing Cloud license for external users
- D. Lightning Classic Apps
- E. External Apps

Answer: A,E

Explanation:

To collaborate with channel partners in Manufacturing Cloud, it is recommended to use external apps and Experience Cloud. External apps are applications that run outside of Salesforce but can integrate with Salesforce data and functionality. They can provide custom solutions for specific business needs and extend the capabilities of Manufacturing Cloud. For example, external apps can enable partners to access inventory levels, order status, product catalogs, and pricing information from Salesforce. Experience Cloud, formerly known as Community Cloud, is a platform that allows you to create branded digital experiences for your customers, partners, and employees. It can help you engage with your channel partners and provide them with self-service tools, collaboration features, and personalized content. For example, Experience Cloud can enable partners to view and update sales agreements, account forecasts, rebates, and targets from Salesforce. It can also help you train and onboard your partners, monitor their performance, and reward them for their achievements. References: Engage with Your Partners, Re-Imagining Partner Relationships with Manufacturing Cloud, Manufacturing Cloud

NEW QUESTION # 158

Universal Containers (UC) uses an Enterprise Resource Planning (ERP) system for order and inventory management. UC would like to give its sales teams the ability to view the order information related to an account without replicating the order information.

Which object type should a consultant use to access account order information?

- A. A custom object
- B. An external object
- C. A standard Order object

Answer: B

Explanation:

A consultant should use an external object to access account order information from an ERP system. An external object is similar to a custom object, but the record data is stored outside the Salesforce organization.

By using external objects, the consultant can access the order data in real time via web service callouts, without replicating the data in Salesforce. This way, the sales teams can view the current state of the order information related to an account, without wasting storage and resources keeping data in sync. A standard Order object or a custom object would require copying the order data from the ERP system to the Salesforce organization, which is not the desired solution for UC. References: 1: External Objects2

NEW QUESTION # 159

Which method can be used to calculate Actuals for sales agreements?

- A. Automatically from contracts through orders.
- B. Automatically from direct contracts
- C. Automatically from orders through contracts
- **D. Automatically from direct orders**
- E. Manually using api upload

Answer: D

Explanation:

One of the methods to calculate Actuals for sales agreements is to automatically derive them from direct orders. A direct order is an order that is created from the related list of a sales agreement record. A daily automated process calculates the product quantity fulfilled in each activated order, and then updates that quantity in the sales agreement. This method allows you to track the actual performance of your sales agreements based on the orders placed by your customers or partners. You can also use other methods to calculate Actuals, such as importing quantities from external sources, or using orders associated with contracts. References: Create Orders to Calculate Sales Agreement Actuals, How Are Sales Agreement Actuals Calculated?

NEW QUESTION # 160

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