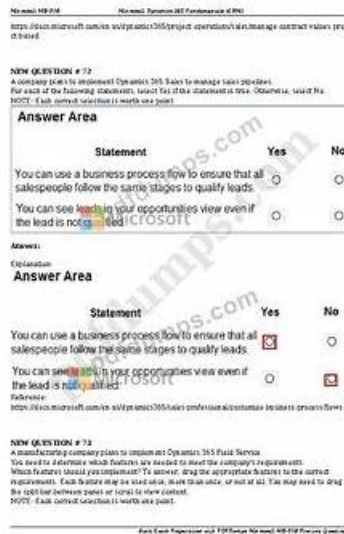


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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q47-Q52):

### NEW QUESTION # 47

An Admin is creating an app from the Analytics for manufacturing template in Tableau CRM for Manufacturing. Which Rebate Management object supports custom fields for rebate program(s) analysis?

- A. Program Rebate Type Benefit
- B. Program Rebate Type
- C. Rebate Program
- D. Rebate Member Product Aggregate

**Answer: A**

Explanation:

Program Rebate Type Benefit is a Rebate Management object that supports custom fields for rebate program(s) analysis. It is used to define the benefit tiers for a rebate type, such as the percentage or amount of rebate that is paid out based on the achievement of a certain threshold. Program Rebate Type Benefit can have custom fields that specify the criteria by which the benefits vary, such as product category, region, or industry segment. These custom fields can be used in the Analytics for manufacturing app in Tableau CRM for Manufacturing to create dashboards and reports that show the performance and impact of rebate programs. References: Rebate Management Standard Objects - Salesforce Developers, Deploy and Use Rebate Analytics - Salesforce, Salesforce Manufacturing Cloud Flashcards

### NEW QUESTION # 48

When list views are selected for account forecasts, which two permissions options may be based on the list view so the Account managers can generate forecasts?

- A. All users above hierarchy can see this list views
- B. Share list view with group of users
- C. Share list view with account owners
- D. All users can see the list views

**Answer: B,D**

Explanation:

To ensure key account managers can generate forecasts using list views for account forecasts, it's crucial that either "All users can see this list view" or "Share list view with groups of users" is selected for the list views.

This setting allows for the appropriate visibility and access required for generating accurate and comprehensive forecasts. This is essential for maintaining the integrity and effectiveness of the forecasting process within Salesforce Manufacturing Cloud .

### NEW QUESTION # 49

Which Manufacturing Intelligence dashboard should a consultant use to identify products that could upsell and cross-sell across all accounts for the next quarter?

- A. Whitespace Analysis
- B. Team Targets
- C. Pricing Insights

**Answer: A**

### NEW QUESTION # 50

Universal Containers (UC) wants to adhere to implementation best practices. What is a recommended way for UC to establish clarity between new business and run-rate business?

- A. New businesses should use Opportunities and Collaborative Forecasting Run-rate business should use Sales Agreements and Account Based Forecast
- B. New businesses should always use Opportunities and Sales Agreements.
- C. Run-rate business should use only Account Based Forecast and Opportunities.

**Answer: A**

Explanation:

To establish clarity between new business and run-rate business, Universal Containers should adopt a differentiated approach where new businesses use Opportunities and Collaborative Forecasting, while run-rate business utilizes Sales Agreements and Account-Based Forecasting. This strategy leverages the strengths of Salesforce Manufacturing Cloud's forecasting and agreement features to align with the distinct nature of new and run-rate business, ensuring accurate forecasting and effective management of business operations.

#### NEW QUESTION # 51

If the team member hierarchy type is changed in account manager targets, which statement is accurate?

- A. All the existing targets become read only
- B. All the existing targets turn to draft status
- C. No change to existing targets
- D. All the existing targets have to be reapproved based on the new hierarchy

**Answer: A**

Explanation:

Account manager targets are long-term goals that account managers set for themselves and their team members. They can be based on revenue, volume, margin, or any other metric that is relevant for the business.

The team member hierarchy type determines the users that account managers can assign targets to. It can be either the manager hierarchy or the forecasts hierarchy, which are defined in the Roles and Forecasts Hierarchy pages in Setup, respectively. If the team member hierarchy type is changed in account manager targets, all the existing targets are made read-only, as a warning message indicates. This is to prevent any inconsistency or confusion in the target assignments and approvals. To edit the existing targets, account managers have to clone them and make the necessary changes. References: Choose Team Member Hierarchy for Account Manager Targets, Set Up and Configure Account Manager Targets, Set Up Targets for Account Managers Unit | Salesforce Trailhead, Assign an Account Manager Target

#### NEW QUESTION # 52

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