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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q29-Q34):

NEW QUESTION # 29

A consultant is implementing Manufacturing Cloud. After the consultant concludes the discovery phase, the customer identifies additional must-have features for the platform.

Which recommendation should the consultant make regarding these additional features?

- A. Remove another feature from the list of requirements to account for the additional workload.
- B. Create a change request and arbitrate based on other features.

- C. Add the feature in the project scope.

Answer: C

NEW QUESTION # 30

Before setting up Manufacturing Cloud, Universal Containers must complete certain prerequisites. One of the prerequisites is to set up Objects for Manufacturing.

Which objects must be set up for sales agreements?

- A. Accounts, Contacts, Products, Opportunities, and Price Books
- B. Accounts, Contacts, Products, and Price Books
- C. Accounts, Contacts, Products, Orders, and Price Books

Answer: B

NEW QUESTION # 31

What is the purpose of defining the renewal days for sales agreement

- A. Determines the beginning of the sales agreement
- B. Determines the beginning of the renewal period
- C. Determines the end of the sales agreement
- D. Determines the end of the sales agreement

Answer: B

Explanation:

The renewal days for sales agreement is a setting that defines the number of days before the end date of a sales agreement to mark the beginning of the renewal period. Users can renew a sales agreement only when the renewal period starts. This helps to plan ahead and negotiate better terms for the next sales agreement¹. References: 1: Define Renewal Period for Sales Agreements | Salesforce Help²

NEW QUESTION # 32

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 # 33

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

- A. Rebate Management
- B. Sales Agreements
- C. Account Manager Targets
- D. Account Based Forecasts

Answer: B,C

Explanation:

The standard Manufacturing Experience Cloud Template includes functionalities such as Sales Agreements and Account Manager Targets among its offerings. Sales Agreements help manage and track the terms of sales between a business and its customers, while Account Manager Targets facilitate setting and tracking sales targets for account managers. These functionalities are integral to

streamlining sales operations and enhancing the management of customer relationships within the Manufacturing Cloud .

NEW QUESTION # 34

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