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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q61-Q66):

NEW QUESTION # 61

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

Answer: B

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 # 62

What is required before the analytics for manufacturing App can be created?

- A. At least dashboard must exist in each of the manufacturing cloud objects to be analyzed
- B. Refresh sales agreements to be analyzed
- C. Refresh forecasts to be analyzed
- **D. At least one record must exist in each of the Manufacturing cloud objects to be analyzed**

Answer: D

Explanation:

Before you create the analytics for manufacturing App, you need to ensure that your data meets some specific requirements. One of these requirements is that at least one record must exist in each of the Manufacturing cloud objects to be analyzed, such as sales agreements, account forecasts, account manager targets, and rebates. Otherwise, the data fails the CRM Analytics check and you see an error message. Having records in these objects ensures that the app can import and display relevant data for your business.

References: Data Required to Create the Analytics for Manufacturing App

NEW QUESTION # 63

Which Manufacturing Cloud function has an out-of-the-box Submit for Approval quick action?

Sales Agreements

- **A. Experience Cloud for Manufacturing**
- B. Account Manager Target
- C. Account Based Forecasting
- D. Order Management

Answer: A

Explanation:

Experience Cloud for Manufacturing is a digital platform that enables manufacturers to create personalized and engaging experiences for their customers, partners, and employees. One of the features of Experience Cloud for Manufacturing is the ability to submit sales agreements for approval using a quick action. This quick action allows users to initiate an approval process for a sales agreement record from the Experience Cloud site, without having to switch to the Salesforce app.

References: Experience Cloud for Manufacturing

Create Automation for Submitting Positions for Approval

NEW QUESTION # 64

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%. Where should the Account owner add the additional 5%?

- A. Update the Account Forecast to 10%.
- **B. Set 5% value in Account Growth.**
- C. Update the Market Growth to 10%.

Answer: B

Explanation:

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities. The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of 10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast. Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION # 65

Which three permission set are available with Manufacturing Cloud?

- **A. Manufacturing Sales Agreements**
- **B. Manufacturing Account Forecast**
- **C. Manufacturing Account Manager Target**
- D. Manufacturing Price Book
- E. Manufacturing Sales Orders

Answer: A,B,C

NEW QUESTION # 66

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