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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q62-Q67):

NEW QUESTION # 62
Many of Universal Containers' management teams must travel to different production facilities as part of their regular work. They require access to features on their desktop and mobile devices to view and approve sales agreements.
What is an important consideration to keep in mind when preparing and conducting testing?

- A. The Mobile User permission must be assigned to the test users.
- B. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is required.
- C. Sales Agreement features are not available on mobile devices, but approvals can be done via email.

Answer: C

NEW QUESTION # 63
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 Products, Orders
- B. Orders, Accounts, Sales Agreement, Sales Agreement Products
- C. Accounts, Sales Agreements, Sales Agreements Schedules, Orders

Answer: C

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 # 64
A custom metric for display on Agreement Terms is needed based on the business requirements. Custom fields and mappings are required between the custom fields of the Sales Agreement Product and Sales Agreement Product Schedule objects.
What should an administrator consider while designing for this requirement?

- A. Only number, formula, and value field types are available for mapping.
- B. Only number, percent, and currency field types are available for mapping.
- C. Only number, currency, and formula field types are available for mapping.

Answer: C

Explanation:
To create a custom metric for display on Agreement Terms, you need to create custom fields on the Sales Agreement Product and Sales Agreement Product Schedule objects, and map them using the Data.com Administration tool. The custom fields must have the same data type as the default fields, and only number, currency, and formula field types are available for mapping. Therefore, the correct answer is C. Only number, currency, and formula field types are available for mapping. References: Customize Salesforce Field Mappings, Create Custom Fields for Sales Agreement Products and Schedules

NEW QUESTION # 65
A user wants to export Account Based Forecast data to use in their Demand Planning system. They want to use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. Which two actions will enable this process?

- A. Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.
- B. Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.
- C. Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.
- D. Creating a report using a custom report type.

Answer: B,C

Explanation:
To export Account Based Forecast data, the user needs to add the fields that capture the forecasting quantity data, including any sales team adjustments. The 'Adjusted Forecast Quantity' field shows the forecast quantity after applying the adjustment percentage for each account product forecast. The 'Total Adjusted Forecasted Quantity' field shows the sum of the adjusted forecast quantity for all the account product forecasts in the same account forecast1. These fields are available in the standard report type of 'Account Forecasts with Product Period Forecast', so there is no need to create a custom report type. References: What Is Manufacturing Cloud?, Create Holistic Forecasts with Advanced Account Forecasting

NEW QUESTION # 66

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. Leverage a flow to automate renewal reminders based on the renewal period.
- B. Configure a validation rule to ensure the renewal period meets specific criteria.
- C. Utilize the standard Renewal Period field provided in the Sales Agreement object.

Answer: C

NEW QUESTION # 67

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