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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q83-Q88):

NEW QUESTION # 83

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

Answer: B

NEW QUESTION # 84

An administrator at Universal Containers is concerned about increased data corruption and wants to maintain data integrity in Manufacturing Cloud.

What should the administrator do to reduce data corruption and maintain data sanctity?

- A. Update the non-System Administrator user profiles, giving them the View All and Modify All data permissions on the Sales Agreement object.
- **B. Clone the standard Manufacturing Sales Agreements permission set, deselect the mass update for Sales Agreements, and assign the cloned permission set to all non-System Administrator users.**
- C. Edit the standard Manufacturing Sales Agreements permission set, deselect the mass update for Sales Agreements, and assign the permission set to all non-System Administrator users.

Answer: B

Explanation:

To maintain data integrity in Manufacturing Cloud, the administrator should limit the mass update capability for Sales Agreements to only System Administrators. This will prevent accidental or malicious changes to the Sales Agreement data by other users. To do this, the administrator can clone the standard Manufacturing Sales Agreements permission set, which grants access to the Sales Agreement object and related fields. Then, the administrator can deselect the mass update for Sales Agreements permission in the cloned permission set, and assign it to all non-System Administrator users. This way, only System Administrators can perform mass updates on Sales Agreements, while other users can still view and edit individual records. References: Sales Agreement Permissions, Mass Update Sales Agreements

NEW QUESTION # 85

Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

- A. Leverage my domain to set up a secure site for collaboration
- **B. Leverage the manufacturing experience cloud template to set up a secure site for collaboration**
- C. Leverage the salesforce site manufacturing cloud template to set up a secure site for collaboration
- D. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration

Answer: B

Explanation:

Manufacturing Cloud comes with a predefined manufacturing partner template that can help manufacturers collaborate efficiently with their channel partners on sales agreements, forecasts, leads, and opportunities. The manufacturing partner template is a responsive portal that provides partners with access to knowledge articles, dashboards, and reports. Partners can also update products, prices, quantities, and adjustments on sales agreements, as well as view and edit account forecasts. The manufacturing experience cloud template is built on Experience Cloud, which allows you to customize the site with branding, themes, components, and pages. You can also assign user permissions and roles for the site to control the access and visibility of your partners. References: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.com, Simplify Partner Engagement: A Guide for Manufacturers

NEW QUESTION # 86

Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit?

- A. Aggregate
- B. Elapsed
- C. Specified
- **D. Stepped**

Answer: D

Explanation:

n: A stepped calculation method calculates a benefit structure based on the quantity of units sold within a specified range. For example, if you sell 150 units, and the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit, the total benefit is \$500. This is different from the other calculation methods, which are:

Specified: Calculates a benefit structure based on a fixed amount or percentage for each unit sold.

Elapsed: Calculates a benefit structure based on the time elapsed since the start of the sales agreement.

Aggregate: Calculates a benefit structure based on the total quantity of units sold across all products in the sales agreement.

References: What Is Manufacturing Cloud?, [Create a Benefit Structure for Sales Agreements]

NEW QUESTION # 87

Universal Containers is using sales agreements and does not want to bring actual orders data into salesforce. However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which actual calculation option in the sales agreement setup must be selected?

- A. Automatically from orders through contracts
- B. Automatically from direct orders
- C. Manually using APL upload
- **D. Manually Using actual orders API**

Answer: D

Explanation:

Universal Containers does not want to bring actual orders data into Salesforce, but still wants to use the actual orders data to analyze the effectiveness of their sales agreements, they must select the Manually Using actual orders API option in the sales agreement setup. This option allows them to use an API to upload actual order data from an external system into Salesforce and associate it with the sales agreements. This way, they can compare the planned and actual quantities and revenues of each product or product category in the sales agreement. The other options require either creating orders in Salesforce or linking contracts to orders in Salesforce, which Universal Containers does not want to do. References: Choose How Sales Agreement Actuals Are Calculated, Create Orders to Calculate Sales Agreement Actuals

NEW QUESTION # 88

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