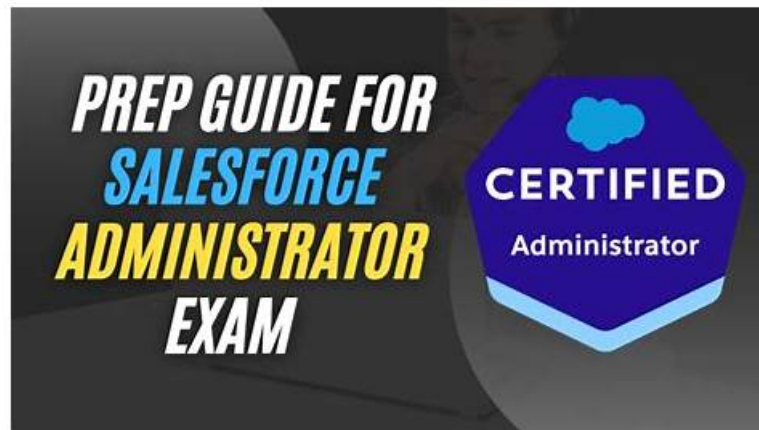


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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q145-Q150):

### NEW QUESTION # 145

Which three options can be defined by an Admin in the Setup area in Account Manager Targets?

- A. Target Measure Type
- B. Team Member Hierarchy
- C. Price Book
- D. Default Currency
- E. Distribution Frequency

**Answer: A,B,E**

Explanation:

Account Manager Targets is a feature of Manufacturing Cloud that allows you to set up and manage sales goals and track

performance for your account managers and their teams. To use this feature, you need to enable it in Setup and define some settings that affect how targets are created, assigned, and distributed. The three options that can be defined by an admin in the Setup area in Account Manager Targets are:

**Target Measure Type:** This is the unit of measurement for the targets, such as revenue, volume, or any custom measure. You can define up to three target measure types for your org and assign them to different target types. For example, you can have a target type for revenue and another one for volume, and use different target measure types for each one.

**Team Member Hierarchy:** This is the hierarchy that determines how targets are rolled up from individual account managers to their managers and so on. You can use the standard User Role hierarchy or a custom hierarchy based on a custom object. The hierarchy affects how targets are distributed, aggregated, and reported.

**Distribution Frequency:** This is the frequency at which targets are distributed from parent targets to child targets. You can choose from monthly, quarterly, or yearly distribution. The distribution frequency affects how targets are calculated and displayed for different time periods.

Account Manager Targets in Manufacturing Cloud | Salesforce Trailhead Module, Enable Account Manager Targets - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module

#### NEW QUESTION # 146

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

**Answer: B**

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 # 147

Universal Containers (UC) has been in the manufacturing industry for many years. The industry has become much more volatile over the years. UC is looking to implement Manufacturing Cloud to manage this volatility.

Which specific business challenge does the implementation of Manufacturing Cloud tackle?

- A. Connecting to potential buyers and predicting the likelihood of a sale
- B. Connecting stakeholders and assets for real-time collaboration in the field
- **C. Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders**

**Answer: C**

Explanation:

Manufacturing Cloud is a solution that enables manufacturers to align their sales and operations teams, improve account-based forecasting, and drive business outcomes. One of the main challenges that Manufacturing Cloud addresses is the volatility of the manufacturing industry, which makes it difficult to plan and execute production and distribution efficiently. By gaining visibility into the entire value chain, manufacturers can improve their forecast accuracy, collaborate with their stakeholders, and respond to changing customer needs and market conditions. References: What Is Manufacturing Cloud?, Inside Salesforce's New Trends in Manufacturing Report

#### NEW QUESTION # 148

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. Orders, Accounts, Sales Agreement, Sales Agreement Products
- **B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders**
- C. Accounts, Sales Agreements, Sales Agreements Products, Orders

**Answer: B**

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 # 149

The administrator at Bonsai Manufacturing wants to renew several sales agreements. Which status on the sales agreement restricts the administrator from renewing?

- A. Expired
- B. Approved
- **C. Activated**

**Answer: C**

Explanation:

A sales agreement can be renewed only when it is in the renewal period, which is defined by the number of days before the end date of the agreement. A sales agreement that is expired or approved can be renewed if it is within the renewal period. However, a sales agreement that is activated cannot be renewed, because it means that the agreement is currently active and has not reached its end date or renewal period. References: Define Renewal Period for Sales Agreements, Renew a Sales Agreement.

#### NEW QUESTION # 150

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