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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q128-Q133):

NEW QUESTION # 128

Which two out-of-the-box Manufacturing Actions can be performed in Process Builder and Flow Builder?

- A. Mass Update Sales Agreement
- B. Clone Sales Agreement
- C. Clone Account Forecast
- D. Mass Update Account Forecast
- E. Mass Archive Sales Agreement

Answer: A,D

NEW QUESTION # 129

What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

- A. Delete, add, clone and transform journal transactions.
- B. It includes custom metrics in the transaction journal
- C. It applies the benefit structure and creates payouts
- D. **Query, extract, filter and aggregate journal transactions**

Answer: D

Explanation:

Explanation

Data Processing Engine (DPE) is a feature of Rebate Management that allows you to transform data that is available in your Salesforce org and write back the transformation results as new or updated records. You can use DPE to process data for standard and custom objects. Rebate Management has DPE templates that you can clone and customize to suit your business needs. The templates either help you to aggregate transactions by different criteria, or help you to manage other rebate processes. The out-of-the-box DPE jobs in Rebate Management use the templates to query, extract, filter and aggregate journal transactions based on the eligibility criteria and calculation definitions of the rebate types. The aggregated data is then stored in the Rebate Member Product Aggregate object, which is used to calculate the payouts for the program members. References: Data Processing Engine in Rebate Management | Salesforce Trailhead Module, Data Processing Engine Templates with Rebate Management - Salesforce, Data Processing Engine | Rebate Management Developer Guide | Salesforce Developers, Data Processing Engine, Batch Management, and Invocable Actions | Rebate Management Developer Guide | Salesforce Developers

NEW QUESTION # 130

Universal Containers (UC) sells its products directly to Business to Business (B2B) customers and through B2B resellers. It's important for UC to develop both sales channels and keep the flexibility to address B2B customers in a way that best suits them. Which consideration should guide a Manufacturing Cloud consultant to recommend Advanced Account Based Forecasting?

- A. UC is using record types to separate reseller opportunities from B2B opportunities
- B. UC is using several custom price books to grant discounts to select B2B resellers.
- C. **UC might want to establish forecasting with its B2B resellers through a Partner Community.**

Answer: C

NEW QUESTION # 131

A regional sales manager for Universal Containers would like to forecast at the product hierarchy level. How should the system administrator set up Advanced Account Forecasting?

- A. Configure the forecast context field from Account Id to Product Category.
- B. Configure the forecast set on the Advanced Account Forecasting Setup page.
- C. **Create a flow to modify the Advanced Account Forecasting to support the product hierarchy.**

Answer: C

Explanation:

To forecast at the product hierarchy level, the system administrator needs to create a flow that modifies the Advanced Account Forecasting to include the product category as a custom dimension. The product category is a field on the product object that defines the hierarchy of products. By adding the product category as a custom dimension, the system administrator can enable the regional sales manager to view and adjust forecasts based on different product categories. The flow should use the Data Processing Engine to aggregate data from orders, opportunities, sales agreements, and other custom objects by product category, and then use the Calculate Advanced Account Forecast and Update Advanced Account Forecast Set Partner invocable actions to generate the forecasts. The flow should also assign the appropriate forecast set to the regional sales manager based on their role and region. Reference: Create Holistic Forecasts with Advanced Account Forecasting, Example: Generate Forecasts Across Multiple Regions with Advanced Account Forecasting, Calculate Account Forecasts Using Flows

NEW QUESTION # 132

If an organization would like to apply a rebate program to more than one account, which course of action should be taken to accomplish this requirement?

- A. Add each account to the members related list on the rebate program
- B. Add each account to the rebate benefits related list to the rebate program
- C. Create a new rebate program for each account

Answer: A

Explanation:

According to the Salesforce Manufacturing Cloud documentation, to apply a rebate program to more than one account, you need to add each account to the members related list on the rebate program. This way, you can enroll multiple accounts as members of the same rebate program and track their transactions and payouts. You can add one account at a time, or use an existing Accounts list view to enroll multiple members. You can also enroll an account in multiple rebate programs if needed1. References: 1: Enroll Members to a Rebate Program

NEW QUESTION # 133

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