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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q139-Q144):

### NEW QUESTION # 139

An organization wants to provide flexibility to account managers and partner users concerning managing sales agreements. The organization has observed several requests from account managers to remove sales agreements they have inadvertently created and would like the account managers to do this themselves.

What should the organization do to accomplish this?

- A. Give them the Delete Sales Agreements profile
- B. Give them the Remove Sales Agreement permission
- C. Give them the Delete Sales Agreements permission

**Answer: C**

Explanation:

To delete a sales agreement, the user must have the Delete Sales Agreements permission, which is included in the Manufacturing Sales Agreement Manager permission set. This permission allows the user to delete an active, approved, canceled, or expired sales agreement, as long as it does not have any active orders associated with it. Giving the user the Delete Sales Agreements profile or the Remove Sales Agreement permission will not enable them to delete sales agreements, as these are not valid options in Salesforce Manufacturing Cloud. References: Delete a Sales Agreement, Assign the Manufacturing Permission Sets to Users.

### NEW QUESTION # 140

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer.

Each agreement contains Product A. Via manual API upload, a new order containing Product A comes in for the current quarter.

Which Sales Agreement will this new order be linked to?

- A. The Sales Agreement that was selected by custom logic will be linked to the order.
- B. The Sales Agreement that was activated first will be linked to the order.
- C. The Sales Agreement that was activated last will be linked to the order.
- D. The Sales Agreement can only be linked manually to the order.

**Answer: A**

Explanation:

When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to. You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last. References: Sales Agreements and Forecasting in Manufacturing Cloud Set Up and Configure Sales Agreements

### NEW QUESTION # 141

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

**Answer: C**

### NEW QUESTION # 142

Universal Containers is experiencing an increase in manual errors with its repetitive business processes.

Which tool(s) within Manufacturing Cloud should the consultant recommend to help mitigate errors by leveraging automation?

- A. Flow for Manufacturing

- B. Process Builder and Flow Builder
- C. Workflow Rules and Process Builder

**Answer: B**

Explanation:

To mitigate manual errors in repetitive business processes at Universal Containers, the consultant should recommend leveraging Process Builder and Flow Builder within Manufacturing Cloud. These automation tools allow for the design and implementation of customized workflows and processes that can significantly reduce the likelihood of manual errors, thereby enhancing efficiency and accuracy in the organization's operations .

#### NEW QUESTION # 143

Universal Containers has a large number of stock keeping units (SKUs), which hinders the executive team from making decisions quickly.

Which functionive team?

- A. Account Based Forecasting
- B. Sales Agreements
- C. Product Categories

**Answer: C**

Explanation:

o help the executive team make decisions quickly, an administrator should implement Product Categories functionality. Product Categories are a way of grouping products based on common characteristics, such as type, brand, flavor, or package<sup>12</sup>. By using Product Categories, the executive team can easily filter, sort, and analyze the large number of SKUs in their business. They can also use Product Categories to create sales agreements and forecasts at different levels of granularity<sup>1</sup>. References: Manage Products and Categories in a Sales Agreement, Configure Product Hierarchies Unit

#### NEW QUESTION # 144

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