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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q27-Q32):

NEW QUESTION # 27

What would prohibit an administrator from creating and sharing the Advanced Account Forecasting Analytics for Manufacturing app?

- A. Orders are not enabled.
- B. Sales Agreements is not enabled.
- **C. Account Forecasting is not enabled.**

Answer: C

Explanation:

Account Forecasting is a prerequisite feature for using the Advanced Account Forecasting Analytics for Manufacturing app. This app allows users to create holistic forecasts across multiple dimensions and horizons, and analyze their forecast data using dashboards. To enable Account Forecasting, users need to have the Manufacturing Cloud permission set license and the Manufacturing Cloud permission set assigned to them.

The other options are not relevant for this requirement. Sales Agreements and Orders are not required for creating and sharing the app, although they can be used as data sources for the forecasts. References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Users and Permissions for Manufacturing Cloud, Use Advanced Account Forecasting Analytics for Manufacturing

NEW QUESTION # 28

Service agents can't see the Service Console for Manufacturing app despite the administrator enabling Service Console for Manufacturing in the setup.

What is the recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app?

- A. Create a custom permission set to give access to the Service Console for Manufacturing app and grant it to all Service Agents.
- B. Add the Service Console for Manufacturing component to the Service Console Lightning Page Layout.
- **C. Grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets**

Answer: C

Explanation:

The recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app is to grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets. These permission sets provide access to the Service Console for Manufacturing app and the components within it, such as the Customer 360 Timeline, the Asset Performance Monitor, and the Warranty Claims Manager¹. Adding the Service Console for Manufacturing component to the Service Console Lightning Page Layout or creating a custom permission set are not necessary steps to enable the app functionality². References: Set Up Users and Permissions for Manufacturing Cloud, Learn About Service Console for Manufacturing

NEW QUESTION # 29

Which Manufacturing Cloud function has an out-of-the-box Submit for Approval quick action?
Sales Agreements

- **A. Experience Cloud for Manufacturing**
- B. Account Based Forecasting
- C. Order Management
- D. Account Manager Target

Answer: A

Explanation:

Experience Cloud for Manufacturing is a digital platform that enables manufacturers to create personalized and engaging experiences for their customers, partners, and employees. One of the features of Experience Cloud for Manufacturing is the ability to submit sales agreements for approval using a quick action. This quick action allows users to initiate an approval process for a sales agreement record from the Experience Cloud site, without having to switch to the Salesforce app^{1,2}. References:

Experience Cloud for Manufacturing

Create Automation for Submitting Positions for Approval

NEW QUESTION # 30

Which two statements are correct about sales agreement cloning?

- A. The product details are copied over from the original sales agreement
- B. The new sales agreement is created in activated status
- C. The new sales agreement is created in draft status
- D. The default start date of the new sales agreement is equal to the start date of the original sales agreement
- E. The agreement term details are copied over from the original sales agreement

Answer: A,C

Explanation:

Sales agreement cloning is a feature that allows users to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for different accounts or time periods. When cloning a sales agreement, the product details, such as product name, quantity, price, and discount, are copied over from the original sales agreement. The new sales agreement is created in draft status, which means it can be edited and submitted for approval. The default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The agreement term details, such as metrics, actuals, and forecasts, are not copied over from the original sales agreement, as they are specific to each sales agreement and time period. References: Clone a Sales Agreement, Sales Agreement Cloning

NEW QUESTION # 31

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

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

Answer: A

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 # 32

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