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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q34-Q39):

NEW QUESTION # 34

The warranty claim adjudicators on Universal Containers' global warranty team need visibility to all the claim- related data on a single page. This includes information on whether the asset is covered under warranty and a detailed breakup in terms of replaced parts and labor costs.

Which of the following permission set licenses do the claims adjudicators need for this?

- A. Industry Service Excellence and Warranty Lifecycle Management Psl
- B. Service Console for Manufacturing and Warranty Lifecycle Management Psl

- C. Warranty Lifecycle Management Psl and Claims Management Foundation

Answer: C

NEW QUESTION # 35

A client has provided a list of unstructured, unprioritized requirements. What should a consultant do to advance to the next step of the project?

- A. Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.
- B. Write a Solution Design Document detailing the required technical solution to answer the list of requirements.
- C. Prepare a template with the requirements and their associated priority, and work with the client to evaluate each item

Answer: C

Explanation:

A consultant should prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. This is the best way to advance to the next step of the project, because it helps the consultant and the client to align on the scope, objectives, and expectations of the project. It also allows the consultant to understand the client's business needs, challenges, and opportunities, and to prioritize the requirements based on their value and feasibility. By working collaboratively with the client, the consultant can also build trust and rapport, and ensure that the client is engaged and satisfied with the project outcome.

References:

Manufacturing Cloud - Salesforce

Considerations for Working with Manufacturing - Salesforce

NEW QUESTION # 36

A customer is concerned about whether data for accounts, contacts, and products should be managed in Salesforce exclusively. What should a consultant recommend?

- A. Salesforce is the source of truth for accounts, contacts, and products and is exclusively mastered there.
- B. Accounts, contacts, and products are in Salesforce; the lifecycle of these are codependent with other systems like Enterprise Resource Planning (ERP) and Product Lifecycle Management (PLM).
- C. The ERP is the source of truth for accounts, contacts, and products. Salesforce will consume the data as read-only.

Answer: B

NEW QUESTION # 37

Which two statements are true, if an org hits the account product period forecast record limit?

- A. New products are not added when recalculating a single account forecast or recalculating all account forecasts
- B. The add products option will no longer appear on the agreement terms tab
- C. New Products cannot be added to account forecasts
- D. New products added to account forecasts will not be included in recalculations

Answer: A,C

Explanation:

The account product period forecast record limit is the maximum number of records that can be stored in the Account Product Period Forecast object, which represents the quantity and revenue information of products for a particular time period of the forecast rolling period¹. The default limit is 9 million records, but it can be changed by the admin². If the org hits the limit, new products cannot be added to account forecasts, and new products are not added when recalculating a single account forecast or recalculating all account forecasts².

This means that the forecast data will not reflect the latest changes in the product portfolio and may affect the accuracy of the forecast. The add products option will still appear on the agreement terms tab, but it will not work if the limit is reached. New products added to account forecasts will be included in recalculations, as long as the limit is not exceeded. References:

Considerations for Working with Manufacturing - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module, Advanced Account Forecasting with Manufacturing Cloud | Salesforce, AccountProductPeriodForecast | Manufacturing Cloud Developer Guide | Salesforce Developers

NEW QUESTION # 38

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

- A. Rebate Management
- B. Account Based Forecasts
- C. Sales Agreements
- D. Account Manager Targets

Answer: C,D

Explanation:

The standard Manufacturing Experience Cloud Template includes functionalities such as Sales Agreements and Account Manager Targets among its offerings. Sales Agreements help manage and track the terms of sales between a business and its customers, while Account Manager Targets facilitate setting and tracking sales targets for account managers. These functionalities are integral to streamlining sales operations and enhancing the management of customer relationships within the Manufacturing Cloud .

NEW QUESTION # 39

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