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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q25-Q30):

NEW QUESTION # 25

Universal Containers is using sales agreements and does not want to bring actual orders data into salesforce. However, they want to use the actual orders data to analyze the effectiveness if their sales agreements. Which actual calculation option in the sales agreement setup must be selected?

- A. Manually Using actual orders API
- B. Automatically from orders through contracts
- C. Automatically from direct orders
- D. Manually using APL upload

Answer: A

Explanation:

Explanation

If Universal Containers does not want to bring actual orders data into Salesforce, they can use the actual orders API to import the data from external systems and use it to calculate the actual values of orders in sales agreements. This option allows them to analyze the effectiveness of their sales agreements without storing the orders data in Salesforce. References:

Choose How Sales Agreement Actuals Are Calculated

Sales Agreement Actuals API

NEW QUESTION # 26

Universal Containers (UC) is implementing Advanced Account Forecasting for its national business. UC has three primary product materials it wants to forecast for each of its key distribution partners. Each of UC's individual products has one of these material attributes on its record, but UC doesn't need to see the product detail in its forecast.

What should the administrator do to meet these business requirements?

- **A. Add custom Material dimension to Forecast Fact and Forecast Set. Clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics.**
- B. Add custom Material dimension to Forecast Fact and Forecast Set. Update the DPE definitions to aggregate the data at the distribution partner level.
- C. Configure a custom Forecast Context. Create new DPE definitions from scratch.

Answer: A

Explanation:

: To meet the business requirements of UC, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This will allow UC to group and filter the forecast data by the material attribute of the products. The administrator should also clone and use the standard DPE definitions to populate the new custom metrics for the Material dimension. The standard DPE definitions are templates that can be used to aggregate data from various sources, such as sales agreements, orders, opportunities, and custom objects. By cloning and using the standard DPE definitions, the administrator can save time and effort in creating the formulas and filters for the new custom metrics. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch, as these options are more complex and require more customization. Reference: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Dimensions and Period Groups, Streamline Forecast Calculations with Data Processing Engine Definitions

NEW QUESTION # 27

Universal Containers (UC) uses Sales Agreements and wants to avoid bringing actual orders data into Manufacturing Cloud.

However, UC wants to use the actual orders data for its sales agreements.

Which Actuals Calculation mode in the Sales Agreement setup must be selected?

- **A. Automatically from orders through contracts**
- B. Manually using Actual Orders API
- C. Manually using API upload

Answer: A

Explanation:

To use the actual orders data for its sales agreements without bringing the data into Manufacturing Cloud, UC must select the Actuals Calculation mode as Automatically from orders through contracts in the Sales Agreement setup. This mode allows UC to calculate the actual quantities from the orders that are associated with the contracts linked to the sales agreements. A daily automated process derives and calculates the sales agreement actuals from the orders through contracts and updates the sales agreement records. This way, UC can avoid importing or syncing the actual orders data into Manufacturing Cloud and still use it for its sales agreements. Reference: Choose How Sales Agreement Actuals Are Calculated, How Are Sales Agreement Actuals Calculated?

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NEW QUESTION # 28

Which two options can be used to populate a custom metric so that it shows on forecast grid?

- A. Used to recalculate all forecast button on the account forecast settings page
- B. Implement a record trigger on Account Product period Forecast (APPF)
- C. Implement an apex trigger on Account Product Forecast (APF)
- **D. Implement an apex trigger on Account Product period Forecast (APPF)**
- **E. Implement a record trigger flow on Account Product Forecast (APF)**

Answer: D,E

Explanation:

Explanation

You can use apex triggers to populate a custom metric on the forecast grid. A custom metric is a field that you can add to the Account Product Forecast (APF) or Account Product Period Forecast (APPF) objects to display additional information on the forecast grid. For example, you can create a custom metric to show the profit margin or the cost of goods sold for each product. To populate a custom metric, you need to write an apex trigger on the APF or APPF object that calculates the value of the custom metric based on the data in the record. You can use the standard or custom fields in the APF or APPF object as inputs for the calculation. For example, you can use the Planned Quantity, Planned Revenue, and Product Cost fields to calculate the profit margin. You can also use the fields from the related objects, such as the Account, Product, or Sales Agreement, by using the relationship queries. For example, you can use the Account Name or the Sales Agreement Status fields to filter the records for the calculation. After writing the apex trigger, you need to deploy it to your org and activate it. Then, you can add the custom metric field to the forecast grid layout and see the values populated on the grid. References: Create Custom Metrics for Account Forecasts, Apex Developer Guide, Relationship Queries

NEW QUESTION # 29

A manufacturing company makes parts designed to go into finished goods (like a cell phone). However, the company sells to distributors and contract manufacturers who make the phone for the phone brand company.

The manufacturing company is not the only approved supplier of the part.

Which feature of Manufacturing Cloud should the manufacturing company utilize to help with future opportunity planning?

- A. Use Advanced Forecasting to set the plan by part for each of the phone brands and align orders by part number to the forecast with the orders.
- B. Use Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.
- **C. Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.**

Answer: C

Explanation:

Explanation

Program Based Business is a feature of Manufacturing Cloud that allows manufacturers to track and manage the demand from their end customers (such as phone brands) and compare it with the actual orders from their channel partners (such as distributors or contract manufacturers). This feature helps manufacturers to plan for future opportunities, optimize their inventory and production, and increase their market share. Program Based Business enables manufacturers to:

Create programs that represent the end customer demand for a specific product or product family over a period of time.

Associate sales agreements and orders with programs to track the actual performance against the program demand.

Use program analytics to monitor the program health, identify gaps and risks, and take corrective actions.

Use program forecasts to generate account forecasts based on the program demand and actuals. References: Program Based Business Overview, Create a Program, Associate Sales Agreements and Orders with Programs, Use Program Analytics, Use Program Forecasts.

NEW QUESTION # 30

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