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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q153-Q158):

### NEW QUESTION # 153

An organization does not have Account Forecasting Model set up. Based on the analysis it has done, the organization has agreed to set up Account Forecasting from 1 Jan 2024 for a period of 18 months. The current period is Feb 2024.

Which values will need to be set up for the start period?

- A. 18
- B. 0
- C. 2
- D. 1

- E. 2

**Answer: E**

Explanation:

The start period is the number of periods before or after the current period that the forecast generation starts from.

To generate forecasts from a future period, a positive start period offset is required.

Since the current period is Feb 2024 and the organization wants to start forecasting from Jan 2024, the start period offset is 2 (Jan 2024 is two periods before Feb 2024).

The other options are incorrect because they do not match the desired start period for the organization.

Configure Account Forecasts - Salesforce

Considerations for Advanced Account Forecasting - Salesforce

#### NEW QUESTION # 154

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

- A. Implement an record trigger on Account Product period Forecast (APPF)
- B. Used to recalculate all forecast button on the account forecast settings page
- 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:

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 # 155

Which method can be used to calculate Actuals for sales agreements?

- A. Manually using api upload
- B. Automatically from orders through contracts
- C. Automatically from direct contracts
- D. Automatically from direct orders
- E. Automatically from contracts through orders.

**Answer: D**

Explanation:

One of the methods to calculate Actuals for sales agreements is to automatically derive them from direct orders. A direct order is an order that is created from the related list of a sales agreement record. A daily automated process calculates the product quantity fulfilled in each activated order, and then updates that quantity in the sales agreement. This method allows you to track the actual performance of your sales agreements based on the orders placed by your customers or partners. You can also use other methods to calculate Actuals, such as importing quantities from external sources, or using orders associated with contracts. References: Create Orders to Calculate Sales Agreement Actuals, How Are Sales Agreement Actuals Calculated?

#### NEW QUESTION # 156

An Account Manager edits the account and market growth percentage values and triggers a forecast recalculation. When will these

new values be used in forecasting the future periods?

- A. When the Account Manager is the Account owner.
- B. When the forecast is calculated for the first time.
- **C. When account and market growth percentages are used in the forecast formula.**
- D. When anew forecast is generated for the account.

**Answer: C**

Explanation:

Account and market growth percentages are values that account managers can enter to indicate the expected growth of their account and the market for their products in the upcoming period. These values are used in the forecast formula to calculate the forecast quantity and revenue for future periods. The new values are used in forecasting the future periods only when the account and market growth percentages are part of the forecast formula. If the forecast formula does not include these values, then editing them will not affect the forecast calculation. References: Create Accurate Account Forecasts, Configure Forecast Metrics and Formulas

### NEW QUESTION # 157

At universal containers some Manufacturing cloud users have 'Delete sales agreement' profile permission. Which two statements are correct about that permission and the entitled users ability to delete sales agreements?

- A. Account owners will see the 'Delete' option on the sales agreements record header
- B. Only sales agreements with no associated products can be deleted
- C. Only non-active sales agreements can be deleted
- **D. Sales agreements with any status can be deleted**
- **E. Only these user will see the 'Delete' option on the sales agreement record header**

**Answer: D,E**

Explanation:

According to the Salesforce Manufacturing Cloud documentation, the 'Delete sales agreement' profile permission allows users to delete an active, approved, canceled, or expired sales agreement. However, they can only delete a sales agreement if it doesn't have any active orders associated with it. Only users with this permission will see the 'Delete' option on the sales agreement record header. Account owners or other users without this permission will not see the 'Delete' option. The status of the sales agreement does not affect the ability to delete it, as long as there are no active orders. References: 1: Delete a Sales Agreement - Salesforce

### NEW QUESTION # 158

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