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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q134-Q139):

### NEW QUESTION # 134

Which two statements are correct about sales agreement cloning?

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

**Answer: D,E**

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 # 135

Universal Containers (UC) wants to adhere to implementation best practices. What is a recommended way for UC to establish clarity between new business and run-rate business?

- A. New businesses should use Opportunities and Collaborative Forecasting. Run-rate business should use Sales Agreements and Account Based Forecast
- B. New businesses should always use Opportunities and Sales Agreements.
- C. Run-rate business should use only Account Based Forecast and Opportunities.

#### Answer: A

Explanation:

To establish clarity between new business and run-rate business, Universal Containers should adopt a differentiated approach where new businesses use Opportunities and Collaborative Forecasting, while run-rate business utilizes Sales Agreements and Account-Based Forecasting. This strategy leverages the strengths of Salesforce Manufacturing Cloud's forecasting and agreement features to align with the distinct nature of new and run-rate business, ensuring accurate forecasting and effective management of business operations.

### NEW QUESTION # 136

What is required before the Analytics for Manufacturing App can be created?

- A. At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.
- B. Refresh Forecast(s) to be analyzed.
- C. Refresh Sales Agreement(s) to be analyzed.
- D. At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.

#### Answer: D

Explanation:

The Analytics for Manufacturing App is a prebuilt app that includes dashboards to visualize and analyze data from various Manufacturing Cloud objects, such as sales agreements, account forecasts, account manager targets, and rebates. Before you can create the app, you need to ensure that your data meets some specific requirements, otherwise the app creation fails. One of the requirements is that at least one record must exist in each of the Manufacturing Cloud objects to be analyzed, such as Order, Sales Agreement, Account Forecast, and so on. This ensures that the app has some data to work with and can generate meaningful insights. The other requirements are related to record types, permissions, and field-level security. References: [Data Required to Create the Analytics for Manufacturing App](#), [Set Up Analytics for Manufacturing](#), [Deploy CRM Analytics for Manufacturing](#).

### NEW QUESTION # 137

The admin at badger power is trying to setup a Rebate type that is valid for transactions completed in January. Which option reflects by the admin?

- A. Set up an eligibility criteria for this rebate type with activity Date  $\geq$  Jan1 and  $\leq$  Jan31
- B. Use the effective date on Rebate Type
- C. Setup a new rebate program with that volume rebate type and a single payout period for Jan
- D. Set Rebate type to active on Jan1 and inactive on Jan31

#### Answer: A

Explanation:

The admin at badger power can set up an eligibility criteria for this rebate type with activity Date  $\geq$  Jan1 and  $\leq$  Jan31. This option

allows the admin to specify the date range for which the rebate type applies to the transactions. The other options are either not possible or not sufficient to achieve the desired result. For example, setting up a new rebate program with a single payout period for Jan does not ensure that the rebate type is valid only for transactions completed in January. Setting the rebate type to active on Jan1 and inactive on Jan31 does not prevent the rebate type from being applied to transactions that occurred before or after January. Using the effective date on rebate type does not specify the end date for the rebate type validity. References: Eligible and Applied Rebate Types on a Transactional Object, Common Rebate Types

#### **NEW QUESTION # 138**

When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

- A. Propagate to Assignments
- B. No action required, changes are reflected automatically
- C. Update to Assignments
- D. Recalculate Assignments
- E. Refresh Assignments

**Answer: E**

Explanation:

Account Manager Targets is a feature in Manufacturing Cloud that allows businesses to set and track sales goals for their account managers based on product volume, revenue, or any other custom measure. Account managers can create, assign, and edit targets for their team members and monitor their performance against the targets. When a target is changed in Account Manager Targets, the change is not reflected immediately in the assignment values of the team members. To see the updated assignment values, you must perform the Refresh Assignments action on the Assignments tab of the target record. This action recalculates the assignment values based on the new target value and distributes the target among the team members according to the assignment rules. The other actions are not valid for Account Manager Targets. References: Account Manager Targets in Manufacturing Cloud, Learn About Account Manager Targets, Enable Account Manager Targets, Assign an Account Manager Target

#### **NEW QUESTION # 139**

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