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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q59-Q64):

### NEW QUESTION # 59

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks against product margin targets
- B. It tracks account revenue growth against goals
- C. It tracks performance against account manager targets
- D. It tracks inventory utilization for a defined time frame
- E. It tracks product growth trends

Answer: B,C

### NEW QUESTION # 60

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Manufacturing Cloud license for external users
- B. External Apps
- C. Experience Cloud
- D. Visualforce pages
- E. Lightning Classic Apps

Answer: B,C

### NEW QUESTION # 61

Universal container wants to enter a sales agreement for Widget A. Which three minimum data element required on sales agreement

- A. Account, Opp, Contracts
- B. Account, Product, Orders
- C. Account, Price book, Product
- D. Opp, Pricebook, Product

Answer: C

### NEW QUESTION # 62

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

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### Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q139-Q144):

#### NEW QUESTION # 139

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

- **A. Implement a 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 period Forecast (APPF)
- **D. Implement a record trigger flow on Account Product Forecast (APF)**
- E. Implement an apex trigger on Account Product Forecast (APF)

**Answer: A,D**

Explanation:

\* To populate a custom metric so that it shows on the forecast grid, you can use either of the following

\* options:

\* Implement a record trigger flow on Account Product Forecast (APF): A record trigger flow is a type of Salesforce Flow that runs when a record is created, updated, or deleted. You can use a record trigger flow to update the custom metric field on the APF object based on some logic or formula. The APF object stores the forecast data for each account and product combination. The custom metric field must be added to the APF object as a custom field. For example, you can create a record trigger flow that calculates the profit margin as a custom metric by dividing the revenue by the cost for each APF record1.

\* Implement a record trigger on Account Product Period Forecast (APPF): A record trigger is a type of Apex trigger that runs when a record is inserted, updated, deleted, or undeleted. You can use a record trigger to update the custom metric field on the APPF object based on some logic or formula. The APPF object stores the forecast data for each account, product, and period combination. The custom metric field must be added to the APPF object as a custom field. For example, you can create a record trigger that calculates the average revenue per unit as a custom metric by dividing the revenue by the quantity for each APPF record2.

\* The other options are not valid methods to populate a custom metric for the forecast grid.

\* Implementing an apex trigger on APF or APPF will not work because apex triggers cannot update the same object that triggered them. This will cause a recursive loop and throw an error3.

\* Using the recalculate all forecast button on the account forecast settings page will not work because this button only recalculates the existing metrics based on the account forecast calculation settings. It does not populate any custom metrics that are not part of the calculation settings4. References: 1: Create a Record-Triggered Flow | Salesforce Help 2: Triggers | Apex Developer Guide | Salesforce Developers 3: Apex Trigger Best Practices and the Trigger Framework - Salesforce Developers Blog 4: Recalculate All Forecasts | Salesforce Help

#### NEW QUESTION # 140

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. 0
- B. 2
- C. 1
- **D. 2**
- E. 18

**Answer: D**

Explanation:

#### Explanation

The start period is the number of periods before the current period that the forecast should include. In this case, the current period is Feb 2024, and the organization wants to start forecasting from Jan 2024, which is one period before. Therefore, the start period value should be 2. References: Advanced Account Forecasting with Manufacturing Cloud, Set Up Dimensions and Period Groups

#### NEW QUESTION # 141

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

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

**Answer: D**

#### 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 # 142

Which three actions are available when using the Mass Update function to update multiple values of a single metric of a Sales Agreement in the Sales Agreement Terms tab?

- **A. Replace With**
- B. Multiply By
- **C. Decrease By**
- D. Update With
- **E. Increase By**

**Answer: A,C,E**

#### Explanation:

#### Explanation

The Mass Update function allows you to update multiple values of a single metric of a sales agreement in the Sales Agreement Terms tab. You can use this function to quickly adjust the planned quantity, revenue, or margin of multiple products and periods with a single action. The available actions are Decrease By, Increase By, and Replace With. These actions let you specify a percentage or an absolute value to decrease, increase, or replace the existing values. For example, you can use the Decrease By action to reduce the planned quantity of all products by 10% for the next quarter. You can also add a note to explain the reason for the mass update. References: Mass Update Sales Agreement Action, Update Multiple Values of Sales Agreements

#### NEW QUESTION # 143

Universal Containers (UC) wants to implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division. UC would like to see stock parts on a rolling monthly basis, with forecasted revenue and quantity. Engineered-to-order parts are ordered less frequently, so UC would like to see these on a rolling quarterly basis but with the same two metrics. What should a Manufacturing Cloud consultant recommend for configuring forecasting?

- **A. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.**
- B. Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.
- C. Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.

**Answer: A**

Explanation:

To configure forecasting in Manufacturing Cloud, UC needs to create and configure forecast sets, which are the primary building blocks for generating forecasts1.

A forecast set contains information such as the forecast period, the forecast fact object, the forecast frequencies, the data processing engine definitions, the forecast dimensions, and the forecast measures1.

UC has two different divisions with different forecasting needs, so they need to create two forecast sets, one for each division2.

Each forecast set needs to have a different period group, which defines the time periods for forecasting. For the stock parts division, UC needs a monthly period group, and for the engineered-to-order parts division, UC needs a quarterly period group2.

Each forecast set also needs to have two forecast metrics, which are the measures that UC wants to forecast. In this case, UC wants to forecast revenue and quantity for both divisions2.

The other options are incorrect because they do not match the requirements of UC. Option B would create only one forecast set, which would not allow UC to differentiate between the two divisions. Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.

Create and Configure Forecast Sets - Salesforce

Configure Forecast Sets Unit | Salesforce Trailhead

## NEW QUESTION # 144

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