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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q124-Q129):

NEW QUESTION # 124

When Using the Time Period filter on a sales agreement record page, Which options are available?

- A. Current Period
- B. Fiscal Year
- C. Range
- D. Custom
- E. Set Periods

Answer: A,C,E

Explanation:

The Time Period filter on a sales agreement record page allows you to view the sales agreement terms and schedules for different time periods. You can choose from three options: Range, Set Periods, and Current Period. Range lets you specify a start and end date for the filter. Set Periods lets you select up to eight periods from a list of predefined periods, such as quarters, months, or weeks. Current Period shows the current period based on the sales agreement's period type and start date. Custom and Fiscal Year are not available options for the Time Period filter. References: = Filter Sales Agreement Schedules by Time Period, Filter Sales Agreement Terms by Products or Categories

NEW QUESTION # 125

Which two statements are accurate when embedding the Manufacturing agreement Performance and Manufacturing Product Performance dashboards in lightning page?

- A. Can embed in any manufacturing cloud page layout
- B. Must set Component height to 120
- C. No filter required.
- D. Can embed in sales agreement page layout only

Answer: A,B

Explanation:

When embedding the Manufacturing Agreement Performance and Manufacturing Product Performance dashboards in a lightning page, it is recommended to set the dashboard's height to 120 pixels to ensure optimal display. Additionally, these dashboards can be embedded on any manufacturing cloud page layout without the need for setting up filters, offering flexibility in dashboard placement and enhancing user accessibility to critical performance data across various manufacturing cloud components .

NEW QUESTION # 126

Universal Containers (UC) has been in the manufacturing industry for many years. The industry has become much more volatile over the years. UC is looking to implement Manufacturing Cloud to manage this volatility.

Which specific business challenge does the implementation of Manufacturing Cloud tackle?

- A. Connecting to potential buyers and predicting the likelihood of a sale
- B. Connecting stakeholders and assets for real-time collaboration in the field
- C. Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders

Answer: C

Explanation:

Manufacturing Cloud is a solution that enables manufacturers to align their sales and operations teams, improve account-based forecasting, and drive business outcomes. One of the main challenges that Manufacturing Cloud addresses is the volatility of the manufacturing industry, which makes it difficult to plan and execute production and distribution efficiently. By gaining visibility into the entire value chain, manufacturers can improve their forecast accuracy, collaborate with their stakeholders, and respond to changing customer needs and market conditions. References: What Is Manufacturing Cloud?, Inside Salesforce's New Trends in Manufacturing Report

NEW QUESTION # 127

Which Manufacturing Intelligence dashboard should a consultant use to identify products that could upsell and cross-sell across all accounts for the next quarter?

- A. Whitespace Analysis
- B. Team Targets

- C. Pricing Insights

Answer: A

NEW QUESTION # 128

An administrator at Universal Containers has been asked to establish a 180-day renewal period for all sales agreements within Manufacturing Cloud.

Which method should the administrator use to define the renewal period for sales agreements?

- A. Configure a validation rule to ensure the renewal period meets specific criteria.
- **B. Utilize the standard Renewal Period field provided in the Sales Agreement object.**
- C. Leverage a flow to automate renewal reminders based on the renewal period.

Answer: B

NEW QUESTION # 129

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