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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q149-Q154):

NEW QUESTION # 149
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. Configure a custom Forecast Context. Create new DPE definitions from scratch.
- B. 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.
- C. Add custom Material dimension to Forecast Fact and Forecast Set. Update the DPE definitions to aggregate the data at the distribution partner level.

Answer: B

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.
References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Dimensions and Period Groups, Streamline Forecast Calculations with Data Processing Engine Definitions

NEW QUESTION # 150
Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first 100 units earn $0 per unit and the next 50 units earn $10 per unit?

- A. Stepped
- B. Specified
- C. Elapsed
- D. Aggregate

Answer: A

Explanation:
n: A stepped calculation method calculates a benefit structure based on the quantity of units sold within a specified range. For example, if you sell 150 units, and the first 100 units earn $0 per unit and the next 50 units earn $10 per unit, the total benefit is $500. This is different from the other calculation methods, which are:
Specified: Calculates a benefit structure based on a fixed amount or percentage for each unit sold.
Elapsed: Calculates a benefit structure based on the time elapsed since the start of the sales agreement.
Aggregate: Calculates a benefit structure based on the total quantity of units sold across all products in the sales agreement.
References: What Is Manufacturing Cloud?, [Create a Benefit Structure for Sales Agreements]

NEW QUESTION # 151
Universal Containers (UC) wants to enrich the warranty claims experience for partners and distributors. UC wants its partners and distributors to submit warranty claims and closely track their status from the Manufacturing Experience Cloud site.
Which standard object captures Type, Reason, and Account information?

- A. Claim Participant
- B. Claim
- C. Claim Item

Answer: B

Explanation:
The standard object that captures Type, Reason, and Account information for warranty claims is Claim. A Claim record represents a request made by a partner, dealer, or distributor to the manufacturer to repair, replace, or provide a refund for a defective asset1. The Claim object has fields such as Claim Type, Claim Reason, and Account Name that store this information2. References: How Warranty Claim Information Is Represented in Manufacturing Cloud, Claim Fields in Manufacturing Cloud

NEW QUESTION # 152
A client has provided a list of unstructured, unprioritized requirements. What should a consultant do to advance to the next step of the project?

- A. Write a Solution Design Document detailing the required technical solution to answer the list of requirements.
- B. Prepare a template with the requirements and their associated priority, and work with the client to evaluate each item.
- C. Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.

Answer: B

Explanation:

A consultant should prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. This is the best way to advance to the next step of the project, because it helps the consultant and the client to align on the scope, objectives, and expectations of the project. It also allows the consultant to understand the client's business needs, challenges, and opportunities, and to prioritize the requirements based on their value and feasibility. By working collaboratively with the client, the consultant can also build trust and rapport, and ensure that the client is engaged and satisfied with the project outcome.
References:
Manufacturing Cloud - Salesforce
Considerations for Working with Manufacturing - Salesforce

NEW QUESTION # 153
What is the purpose of defining the renewal days for sales agreement

- A. Determines the end of the sales agreement
- B. Determines the beginning of the renewal period
- C. Determines the beginning of the sales agreement
- D. Determines the end of the sales agreement

Answer: B

Explanation:
The renewal days for sales agreement is a setting that defines the number of days before the end date of a sales agreement to mark the beginning of the renewal period. Users can renew a sales agreement only when the renewal period starts. This helps to plan ahead and negotiate better terms for the next sales agreement1. References: 1: Define Renewal Period for Sales Agreements | Salesforce Help2

NEW QUESTION # 154
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