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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q44-Q49):

NEW QUESTION # 44

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. Increase By
- B. Decrease By
- C. Multiply By

- D. Replace With
- E. Update With

Answer: A,B,D

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 # 45

Partner managers from Universal Containers (UC) are performing onsite visits to their distribution partners. During the visit they have a goal of getting partners to renew the terms of their sales agreements with UC. Leadership wants to understand how effective these in-person visits are in getting partners to renew. They would also like to standardize the tasks to be performed during these visits and report on this data in Salesforce. Which features should a Manufacturing Cloud consultant recommend to meet these requirements?

- A. Partner Visit Management, Advanced Account Forecasting, and CRM Analytics for Manufacturing
- B. Partner Visit Management, Experience Cloud, and Service Console for Manufacturing
- C. Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators

Answer: C

Explanation:

To meet the requirements of UC, a Manufacturing Cloud consultant should recommend the following features: Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators. Partner Visit Management helps sales managers schedule visits to dealer and distributor locations, monitor performance, follow up on sales agreements, and capture key metrics¹. Action Plans allow sales managers to create lists of tasks and associated assessment indicators that are commonly repeated across multiple visits². Generic Visit Key Performance Indicators enable sales managers to compare the expected metrics versus the actual metrics for the key performance indicators they defined and then take necessary actions³. These features help UC to standardize the tasks to be performed during visits, understand how effective these visits are in getting partners to renew, and report on this data in Salesforce. The other features are not relevant for the given scenario. Advanced Account Forecasting is used to create holistic forecasts based on sales agreements, orders, opportunities, and account metrics⁴. CRM Analytics for Manufacturing is used to gain insights into sales performance, pipeline health, and customer satisfaction. Experience Cloud is used to create branded digital experiences for customers, partners, and employees. Service Console for Manufacturing is used to provide customer service and support across multiple channels. References: Partner Visit Management Workflow, Build Distributor Relationships with Partner Visit Management, Strengthen Relationships with Partners, Create Holistic Forecasts with Advanced Account Forecasting, [CRM Analytics for Manufacturing], [Experience Cloud], [Service Console for Manufacturing]

NEW QUESTION # 46

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating actuals against account manager targets?

- A. Opportunity Owner
- B. Account Owner
- C. Other User
- D. Custom Lookup Field for a user on Account.
- E. Order Owner

Answer: B,C,E

Explanation:

These three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard when calculating actuals against account manager targets. The configuration wizard guides users through the creation of an app from the Analytics for Manufacturing template and allows them to customize the data and settings for the app. One of the settings is to choose who gets

credit for the orders, which determines how the actual revenue is attributed to the account managers. The user can select one of the following options:

Account Owner: This option credits all orders to the account owner's actual revenue, regardless of who owns the order. This is useful when the account owner is responsible for the overall relationship and revenue of the account.

Order Owner: This option credits all orders to the order owner's actual revenue, regardless of who owns the account. This is useful when the order owner is responsible for the individual order and revenue of the order.

Other User: This option credits all orders to a custom user's actual revenue, based on a custom lookup field for a user on the account. This is useful when there is a different user, such as a sales engineer or a partner, who is responsible for the order and revenue of the order.

= Create and Share an App from the Analytics for Manufacturing Template, Salesforce Authentication - Tableau, The Configuration Wizard - Salesforce Developers

NEW QUESTION # 47

Universal Containers just launched 100 new products to be used in Salesforce Sales Agreements. How should the products be set up in order for them to appear in sales agreements?

- A. Products must be marked as active and added to the standard price book.
- B. All active products automatically appear in sales agreements.
- C. All products with active standard price book entries can be added to sales agreements.

Answer: A

Explanation:

To ensure that the 100 new products appear in sales agreements, they must be marked as active and added to the standard price book. This is necessary for managing products and categories within a sales agreement and allows for the addition of new product lines or categories to activated sales agreements .

NEW QUESTION # 48

Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

- A. Leverage the manufacturing experience cloud template to set up a secure site for collaboration
- B. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration
- C. Leverage the salesforce site manufacturing cloud template to set up a secure site for collaboration
- D. Leverage my domain to set up a secure site for collaboration

Answer: A

Explanation:

Manufacturing Cloud comes with a predefined manufacturing partner template that can help manufacturers collaborate efficiently with their channel partners on sales agreements, forecasts, leads, and opportunities. The manufacturing partner template is a responsive portal that provides partners with access to knowledge articles, dashboards, and reports. Partners can also update products, prices, quantities, and adjustments on sales agreements, as well as view and edit account forecasts. The manufacturing experience cloud template is built on Experience Cloud, which allows you to customize the site with branding, themes, components, and pages. You can also assign user permissions and roles for the site to control the access and visibility of your partners. References: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.com, Simplify Partner Engagement: A Guide for Manufacturers

NEW QUESTION # 49

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