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Salesforce Manufacturing-Cloud-Professional: Manufacturing Cloud Accredited Professional exam is designed for professionals who want to demonstrate their expertise in using the Manufacturing Cloud solution. Manufacturing-Cloud-Professional exam is ideal for individuals who work in manufacturing businesses, including sales representatives, account managers, and operations managers. Manufacturing-Cloud-Professional Exam Tests their knowledge of the Manufacturing Cloud solution, including its capabilities,

features, and best practices.

## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q68-Q73):

### NEW QUESTION # 68

What is the purpose of defining the renewal days for sales agreement

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

**Answer: A**

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 agreement<sup>1</sup>. References: 1: Define Renewal Period for Sales Agreements | Salesforce Help<sup>2</sup>

### NEW QUESTION # 69

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

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

**Answer: B**

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<sup>1</sup>. Reference: Data Required to Create the Analytics for Manufacturing App, Set Up Analytics for Manufacturing, Deploy CRM Analytics for Manufacturing.

### NEW QUESTION # 70

Which two out-of-the-box actions can be performed on a Sales Agreement?

- A. Recalculate Actuals
- B. Update ProductsC) Mass Update
- C. Regenerate Agreement
- D. Update Adjustments

**Answer: A,D**

Explanation:

A sales agreement is a long-term contract that defines the terms and conditions for the products and services that you sell to your customers. You can perform various actions on a sales agreement to manage its lifecycle, such as approving, activating, expiring, or deleting it. Two of the out-of-the-box actions that you can perform on a sales agreement are:

Recalculate Actuals: This action updates the actuals for the sales agreement based on the invoices and orders associated with it. You can recalculate actuals manually or schedule it to run automatically at a specified frequency. Recalculating actuals helps you track the progress and performance of the sales agreement over time.

Update Products: This action allows you to add, remove, or modify the products and categories in the sales agreement. You can update products manually or use the mass update feature to apply changes to multiple products at once. Updating products helps

you adjust the sales agreement to reflect the changing needs and preferences of your customers.

Sales Agreements and Forecasting in Manufacturing Cloud, Sales Agreement, Get Started with Manufacturing Cloud for Sales, Create and Work with Sales Agreements, Manufacturing Cloud

### NEW QUESTION # 71

Which statement is accurate about Account Manager Targets?

- A. Account Manager Targets are supported for standard fiscal year and custom fiscal year.
- B. Account Manager Targets are only supported for custom fiscal year.
- C. Account Manager Targets can only be used after a forecast calendar is configured.
- D. Account Manager Targets are only supported for standard fiscal year and not for custom fiscal year.

**Answer: A**

Explanation:

Account Manager Targets are a feature of Manufacturing Cloud that allows you to set and track sales goals for your account managers based on product volume, revenue, or any other custom measure. You can assign targets to individual account managers or to teams, and monitor their progress and performance over time.

Account Manager Targets are supported for both standard fiscal year and custom fiscal year, which means you can align your targets with your company's fiscal calendar. You can also use Account Manager Targets with or without a forecast calendar, which is another feature of Manufacturing Cloud that helps you create and manage forecasts for your accounts and products. References: Account Manager Targets in Manufacturing Cloud, Enable Account Manager Targets, What Is Manufacturing Cloud?

### NEW QUESTION # 72

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

**Answer: C**

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. Reference: Eligible and Applied Rebate Types on a Transactional Object, Common Rebate Types

### NEW QUESTION # 73

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