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

NEW QUESTION # 68

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- A. Update the forecast formula
- B. Update the forecast adjustment period
- C. Update the forecast frequency
- D. Update the forecast display duration
- E. Update the forecast start period

Answer: A,B,E

Explanation:

On the Forecast settings page within Salesforce Manufacturing Cloud, actions such as updating the forecast start period, forecast adjustment period, and forecast formula will trigger the regeneration of all the eligible accounts that meet the forecast generation

criteria. These updates necessitate a re-evaluation of forecast data to ensure that the forecasts remain accurate and reflective of the latest business conditions and settings. This regeneration process is integral to maintaining the integrity and relevance of forecast data, facilitating effective planning and decision-making based on the most current information.

NEW QUESTION # 69

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 # 70

What out-of-the-box Manufacturing Cloud function can be used to notify users if automated processes fail?

- A. Manufacturing Cloud Home Page Notifications related
- B. Automated Processes Status report
- C. Automated Processes Notifications
- D. **Email Notifications**

Answer: D

Explanation:

Email notifications are an out-of-the-box Manufacturing Cloud function that can be used to notify users if automated processes fail. Automated processes are workflows, processes, or Apex triggers that update records based on certain criteria or events. If an automated process fails, Salesforce sends an email to either the admin who last modified the associated flow or the Apex exception email recipients. The email includes the data that's involved in the process or flow, including user-entered data, and the error message that caused the failure.

You can configure the email recipients and the email content in the Process Automation Settings page in Setup. References: = Select Flow and Process Error Email Recipients, Troubleshoot Flow Errors

NEW QUESTION # 71

Universal Containers (UC) is operating in 21 countries across EMEA with eight different currencies. UC identifies customers as Silver, Gold, or Platinum in those countries, depending on the catalog prices and discount thresholds. Once a year, UC indexes the prices, updating currency exchange rates while regularly introducing new products throughout the year.

What is a potential blocker to the company's current business processes?

- A. There is a limit to the number of mass updates that can be performed on the sales agreements.
- B. **Currency exchange rates can only be updated if Advanced Currency Management is enabled**
- C. Pricing Analytics over accounts is not possible; limit to only 52 forecast updates per year.

Answer: B

Explanation:

A potential blocker to Universal Containers' current business processes, given their operation across multiple countries with different currencies, is the limitation that currency exchange rates can only be updated if Advanced Currency Management (ACM) is enabled in Salesforce. This feature is crucial for businesses like UC that deal with multiple currencies, as it allows for more precise and

dynamic management of currency exchange rates. Without ACM, UC may face challenges in accurately updating and managing currency exchange rates, which is essential for indexing prices annually and introducing new products throughout the year. This limitation can significantly impact the company's ability to maintain accurate pricing and discount thresholds for their customers categorized as Silver, Gold, or Platinum, potentially affecting sales agreements and overall business operations.

NEW QUESTION # 72

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer. Each agreement contains Product A. Via manual API upload, a new order containing Product A comes in for the current quarter. Which Sales Agreement will this new order be linked to?

- A. The Sales Agreement that was selected by custom logic will be linked to the order.
- B. The Sales Agreement that was activated first will be linked to the order.
- C. The Sales Agreement that was activated last will be linked to the order.
- D. The Sales Agreement can only be linked manually to the order.

Answer: A

Explanation:

When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to. You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last. References:

Sales Agreements and Forecasting in Manufacturing Cloud

Set Up and Configure Sales Agreements

NEW QUESTION # 73

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