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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q70-Q75):

NEW QUESTION # 70

A new custom field is created on the Account Product Forecast (APF) Table. Account Managers have already been assigned the standard Manufacturing Account Forecast permission set.

Which two actions can be taken to give the Account Managers 'Read' access to this new field?

- A. Clone the standard permission set Account Forecast to a new permission set with license type 'Salesforce'. Grant 'Read' access to the field on the new permission set. Assign the cloned permission set to the Account Managers
- B. Clone the standard permission set Manufacturing Account Forecast to a new permission set with license type Manufacturing Forecast Psl. Grant Read access to the field on the new permission set. Assign the cloned permission set to the Account Managers.
- C. Give 'Read' access to the field on the standard Manufacturing Account Forecast' permission set.
- D. Create a new custom permission set of license type Salesforce'. Grant Read access to the field. Assign the newly created permission set to the Account Managers

Answer: B,C

Explanation:

= These two actions can be taken to give the Account Managers 'Read' access to the new custom field on the APF Table. The first action involves cloning the existing permission set that already grants access to the APF Table and its standard fields, and then modifying the cloned permission set to include the new custom field.

The second action involves editing the existing permission set directly to add the new custom field. Both actions require the same license type, which is Manufacturing Forecast Psl, to access the APF Table. The other two actions are not valid because they use a different license type, which is Salesforce, that does not support the APF Table. References: = Assign the Permission Set for Advanced Account Forecast Product Category, Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects, Permission Sets and Licenses for Manufacturing Cloud

NEW QUESTION # 71

Which method can be used to calculate Actuals for sales agreements?

- A. Manually using api upload
- B. Automatically from orders through contracts
- C. Automatically from contracts through orders.
- D. Automatically from direct orders
- E. Automatically from direct contracts

Answer: C

NEW QUESTION # 72

An organization wants to provide flexibility to account managers and partner users concerning managing sales agreements. The organization has observed several requests from account managers to remove sales agreements they have inadvertently created and would like the account managers to do this themselves.

What should the organization do to accomplish this?

- A. Give them the Delete Sales Agreements permission
- B. Give them the Remove Sales Agreement permission
- C. Give them the Delete Sales Agreements profile

Answer: A

Explanation:

To delete a sales agreement, the user must have the Delete Sales Agreements permission, which is included in the Manufacturing Sales Agreement Manager permission set. This permission allows the user to delete an active, approved, canceled, or expired sales agreement, as long as it does not have any active orders associated with it. Giving the user the Delete Sales Agreements profile or the Remove Sales Agreement permission will not enable them to delete sales agreements, as these are not valid options in Salesforce Manufacturing Cloud. Reference: Delete a Sales Agreement, Assign the Manufacturing Permission Sets to Users.

NEW QUESTION # 73

In Salesforce Manufacturing Cloud, why is it important to validate the functionality against business process flows during

implementation or system updates?

- A. To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization
- B. To optimize and streamline the manufacturing operations by leveraging the full capabilities of Salesforce Manufacturing Cloud
- C. To improve user adoption and satisfaction by customizing the system to match the organization's unique business requirements

Answer: A

Explanation:

: Validating the functionality against business process flows is a key step in the implementation or system update of Salesforce Manufacturing Cloud. It helps to ensure that the system meets the business requirements and expectations of the stakeholders, and that it can handle the various scenarios and use cases that may arise in the manufacturing industry. By validating the functionality, you can also identify and resolve any issues or gaps that may affect the system performance, usability, or security. Additionally, validating the functionality can help you to document and communicate the system changes and benefits to the end users and other parties involved in the project. Reference: Implementation Guide, System Updates

NEW QUESTION # 74

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 Item
- C. Claim
- D. 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 Question no 95 During the discovery phase, sales leadership at Universal Containers says that their run rate business is hard to forecast because their customer constantly orders more or fewer engine control units than contractually agreed upon. Which Manufacturing Cloud capability should a consultant recommend for managers to discuss these variances with sales reps and for sales reps to monitor their customers?

- A. Leverage a Data Processing Engine (DPE) job to calculate the forecast deviation.
- B. Use a formula field on the Sales Agreement Product Schedule object to calculate the forecast deviation.
- C. Set up the CRM Analytics template app and leverage embedded dashboards for forecast deviation on the Account page.

Answer: C

Explanation:

The Sales Agreement Product Schedule object is used to track the planned and actual quantities of products that are part of a sales agreement. A formula field on this object can be used to calculate the forecast deviation, which is the difference between the planned and actual quantities. This can help managers and sales reps to monitor the performance of their run rate business and identify any variances from the contractual terms. The formula field can also be used to create reports and dashboards that show the forecast deviation by product, customer, or any other dimension. References: Sales Agreement Product Schedule, Forecast Deviation

NEW QUESTION # 75

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