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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q145-Q150):

NEW QUESTION # 145

Universal Containers wants to add a rebate benefit defined by a product dimension. Which related list must be defined to create this dimension?

- **A. Benefit Mappings**
- B. Rebate Type Mappings

- C. Payout Mappings
- D. Dimensions Type Mappings

Answer: A

Explanation:

Benefit mappings are used to define the product dimensions for a rebate benefit. Product dimensions are the criteria that determine which products are eligible for a rebate benefit. For example, you can create a product dimension based on product family, product line, or product category. You can also create custom product dimensions to suit your business needs¹. To create a product dimension for a rebate benefit, you need to add a benefit mapping related list to the benefit record and specify the dimension type and values². References: 1:

Define Product Dimensions for Rebate Benefits | Salesforce Help³, 2: Create Benefits and Activate a Program Unit | Salesforce Trailhead⁴

NEW QUESTION # 146

Universal Containers is using Sales Agreements and does not want to bring actual orders data into Salesforce.

However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which Actuals Calculation option in the Sales Agreement Setup must be selected?

- A. Manually using API upload
- **B. Manually using Actual Orders API**
- C. Automatically from direct orders.
- D. Automatically from orders through contracts

Answer: B

Explanation:

you do not want to bring actual orders data into Salesforce, you can use the Actual Orders API to manually calculate the actual quantities for sales agreements. This option allows you to use external data sources to update the actuals in Salesforce without creating orders or contracts. You can also use the Actual Orders API to refresh the actuals calculations for sales agreements for current and future periods¹. References: 1: Refresh Actuals Calculation Action | Manufacturing Cloud Developer Guide | Salesforce Developers²

NEW QUESTION # 147

Universal Containers (UC) uses Sales Agreements and wants to avoid bringing actual orders data into Manufacturing Cloud.

However, UC wants to use the actual orders data for its sales agreements.

Which Actuals Calculation mode in the Sales Agreement setup must be selected?

- A. Manually using API upload
- B. Manually using Actual Orders API
- **C. Automatically from orders through contracts**

Answer: C

Explanation:

To use the actual orders data for its sales agreements without bringing the data into Manufacturing Cloud, UC must select the Actuals Calculation mode as Automatically from orders through contracts in the Sales Agreement setup. This mode allows UC to calculate the actual quantities from the orders that are associated with the contracts linked to the sales agreements. A daily automated process derives and calculates the sales agreement actuals from the orders through contracts and updates the sales agreement records. This way, UC can avoid importing or syncing the actual orders data into Manufacturing Cloud and still use it for its sales agreements. References: Choose How Sales Agreement Actuals Are Calculated, How Are Sales Agreement Actuals Calculated?

Learn more

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NEW QUESTION # 148

When discussing the business requirements for a Manufacturing Cloud implementation design, what is a consideration when analyzing data in existing third-party systems?

- A. Define current processes required by the business.
- **B. Determine the system of record for each data category required by the business.**
- C. Identify the capabilities of different data integration tools.

Answer: B

Explanation:

When designing a Manufacturing Cloud implementation, it is important to consider the data sources and quality of the existing third-party systems that will be integrated with Manufacturing Cloud. One of the key considerations is to determine the system of record for each data category required by the business, such as customer information, product data, order history, inventory levels, and so on. The system of record is the authoritative source of data that is trusted and maintained by the business. By identifying the system of record for each data category, you can ensure data consistency, accuracy, and integrity across the integrated systems.

You can also avoid data duplication, conflicts, and errors that may arise from having multiple sources of data for the same category.

References: What Is Manufacturing Cloud?, Data Integration

NEW QUESTION # 149

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

Answer: B

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 # 150

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