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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q10-Q15):

### NEW QUESTION # 10

Where would a consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities be found?

- A. Rebate Management in Manufacturing Cloud
- B. Contracts in Manufacturing Cloud
- **C. Sales Agreement in Manufacturing Cloud**
- D. Account Based Forecast in Manufacturing Cloud
- E. Account Manager Targets in Manufacturing Cloud

**Answer: C**

Explanation:

A sales agreement in Manufacturing Cloud represents a long-term agreement between a buyer and a seller to negotiate price and volume of products<sup>1</sup>. It provides a consolidated view of all the terms of the agreement, including the duration, products, price, planned quantities, and actual quantities<sup>2</sup>. A sales agreement can be created from an external source, such as a quote, opportunity, or custom object<sup>3</sup>. A sales agreement can also be used to create accurate account forecasts based on the planned and actual quantities<sup>4</sup>. References: Sales Agreements and Forecasting in Manufacturing Cloud, Get Started with Sales Agreements, Sales Agreement, Sales Agreement

### NEW QUESTION # 11

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 Actual Orders API
- B. Manually using API upload
- **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?

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### NEW QUESTION # 12

Universal Containers (UC) is implementing Advanced Account Forecasting for its national business. UC has three primary product materials it wants to forecast for each of its key distribution partners. Each of UC's individual products has one of these material attributes on its record, but UC doesn't need to see the product detail in its forecast.

What should the administrator do to meet these business requirements?

- A. Configure a custom Forecast Context. Create new DPE definitions from scratch.
- B. Add custom Material dimension to Forecast Fact and Forecast Set. Update the DPE definitions to aggregate the data at the distribution partner level.
- **C. Add custom Material dimension to Forecast Fact and Forecast Set. Clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics.**

**Answer: C**

Explanation:

To meet the business requirements of UC, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This will allow UC to group and filter the forecast data by the material attribute of the products. The administrator should also clone and use the standard DPE definitions to populate the new custom metrics for the Material dimension. The standard DPE definitions are templates that can be used to aggregate data from various sources, such as sales agreements, orders, opportunities, and custom objects. By cloning and using the standard DPE definitions, the administrator can save time and effort in creating the formulas and filters for the new custom metrics. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch, as these options are more complex and require more customization.

References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Dimensions and Period Groups, Streamline Forecast Calculations with Data Processing Engine Definitions

### NEW QUESTION # 13

Which dashboard in the Advanced Account Forecasting Analytics app should a user access to do a deep-dive and understand forecasts and actuals by custom dimensions?

- A. Account Insights
- B. Account Health
- C. Forecast Analysis

Answer: A

### NEW QUESTION # 14

A user wants to export Account Based Forecast data to use in their Demand Planning system. They want to use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. Which two actions will enable this process?

- A. Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.
- B. Creating a report using a custom report type.
- C. Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.
- D. Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.

Answer: C,D

Explanation:

To export Account Based Forecast data, the user needs to add the fields that capture the forecasting quantity data, including any sales team adjustments. The 'Adjusted Forecast Quantity' field shows the forecast quantity after applying the adjustment percentage for each account product forecast. The 'Total Adjusted Forecasted Quantity' field shows the sum of the adjusted forecast quantity for all the account product forecasts in the same account forecast. These fields are available in the standard report type of 'Account Forecasts with Product Period Forecast', so there is no need to create a custom report type. References: What Is Manufacturing Cloud?, Create Holistic Forecasts with Advanced Account Forecasting

### NEW QUESTION # 15

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