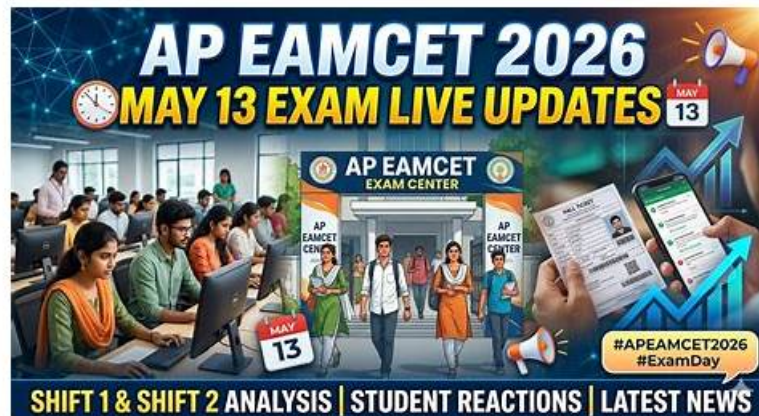


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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q118-Q123):

NEW QUESTION # 118

Which dashboards are on the Account page by default after the system administrator installs the Analytics app?

- A. Accounts agreement performance; Forecast analytics for the selected account
- B. Accounts agreement performance; Forecast analytics for all accounts
- C. Accounts agreement performance; Pricing analytics for the selected account

Answer: A

Explanation:

Upon the installation of the Analytics app, the default dashboards on the Account page include "Accounts agreement performance" and "Forecast analytics for the selected account." These dashboards provide a comprehensive overview of an account's performance in terms of sales agreements and forecast accuracy, allowing for in-depth analysis and strategic planning based on historical and current data.

NEW QUESTION # 119

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

- A. Payout Mappings
- B. Rebate Type Mappings
- C. Dimensions Type Mappings
- **D. Benefit Mappings**

Answer: D

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 # 120

Universal Containers just went live with Manufacturing Cloud. The administrator has been tasked with uploading sales agreement data into the system.

In which order does the administrator need to approach this task for a complete and accurate representation of sales transactions?

- A. Insert Sales Agreements, Insert Sales Agreement Products, Update Sales Agreement Product Schedule
- **B. Insert Sales Agreements, Insert Sales Agreement Products, Insert Sales Agreement Product Schedule**
- C. Update Sales Agreements, Update Sales Agreement Products, Update Sales Agreement Product Schedule

Answer: B

Explanation:

To upload sales agreement data into the system, the administrator needs to follow these steps in order:

Insert Sales Agreements: This creates the sales agreement records with the basic information such as account, contact, start date, end date, and status.

Insert Sales Agreement Products: This adds the products that are part of the sales agreement, along with the planned quantity and revenue for each product.

Insert Sales Agreement Product Schedule: This specifies the schedule for each product, such as the frequency, start date, end date, and quantity for each period.

The other options are not correct because they involve updating the sales agreement data instead of inserting it. Updating the data requires the data to be already present in the system, which is not the case for a new implementation. Also, updating the sales agreement product schedule is not necessary if the schedule is inserted correctly in the first place. References: SalesAgreement | Manufacturing Cloud Developer Guide, SalesAgreementProduct | Manufacturing Cloud Developer Guide, SalesAgreementProductSchedule | Manufacturing Cloud Developer Guide, Import Data into Manufacturing Cloud

NEW QUESTION # 121

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

- **A. Account Manager Targets**
- **B. Sales Agreements**
- C. Rebate Management
- D. Account Based Forecasts

Answer: A,B

Explanation:

The standard Manufacturing Experience Cloud Template includes functionalities such as Sales Agreements and Account Manager Targets among its offerings. Sales Agreements help manage and track the terms of sales between a business and its customers, while

Account Manager Targets facilitate setting and tracking sales targets for account managers. These functionalities are integral to streamlining sales operations and enhancing the management of customer relationships within the Manufacturing Cloud .

NEW QUESTION # 122

Universal Containers is experiencing an increase in manual errors with its repetitive business processes.

Which tool(s) within Manufacturing Cloud should the consultant recommend to help mitigate errors by leveraging automation?

- A. Workflow Rules and Process Builder
- **B. Process Builder and Flow Builder**
- C. Flow for Manufacturing

Answer: B

Explanation:

To mitigate manual errors in repetitive business processes at Universal Containers, the consultant should recommend leveraging Process Builder and Flow Builder within Manufacturing Cloud. These automation tools allow for the design and implementation of customized workflows and processes that can significantly reduce the likelihood of manual errors, thereby enhancing efficiency and accuracy in the organization's operations .

NEW QUESTION # 123

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