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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q57-Q62):

NEW QUESTION # 57

A consultant wants to evaluate the previous year's sales results to define the current year's sales targets. The consultant was able to create and assign account manager targets with appropriate measures. Now. the sales managers need to allocate the target details appropriately.
Which combination of measures creates account manager targets?

- A. Time period, Opportunities, and Products
- B. Time period, Forecasts, and Products
- C. Time period, Accounts, and Products

Answer: C

Explanation:
In setting account manager targets, the combination of measures that creates these targets includes the Time period, Accounts, and Products. This approach allows sales managers to allocate target details appropriately by considering the specific time frame, the accounts managed by each account manager, and the products involved. This multi-dimensional approach to target setting enables a more nuanced and effective allocation of sales targets, catering to the diverse aspects of sales operations.

NEW QUESTION # 58
Universal Containers just launched 100 new products to be used in Salesforce Sales Agreements.
ow 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 # 59
After selecting the manufacturing template in the community creation wizard, which tool can be used to customize in the site?

- A. Partner Builder
- B. Process Builder
- C. Template Builder
- D. Site Builder
- E. Experience Builder

Answer: E

Explanation:
Experience Builder is the tool that can be used to customize the site after selecting the manufacturing template in the community creation wizard. Experience Builder is a point-and-click tool that lets you create pixel- perfect, responsive, and dynamic digital experiences for your customers, partners, and employees. You can use Experience Builder to customize the layout, branding, navigation, components, pages, and permissions of your site. You can also preview and publish your changes, and monitor the performance and usage of your site. References: Create the Manufacturing Partner Template and Add Partner Users - Salesforce, Create an LWR Site in Experience Cloud - Salesforce Developers, Experience Builder - Salesforce Help

NEW QUESTION # 60
Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. External Apps
- B. Experience Cloud
- C. Lightning Classic Apps
- D. Manufacturing Cloud license for external users

- E. Visualforce pages

Answer: A,B

Explanation:
To collaborate with channel partners in Manufacturing Cloud, it is recommended to use external apps and Experience Cloud. External apps are applications that run outside of Salesforce but can integrate with Salesforce data and functionality. They can provide custom solutions for specific business needs and extend the capabilities of Manufacturing Cloud. For example, external apps can enable partners to access inventory levels, order status, product catalogs, and pricing information from Salesforce. Experience Cloud, formerly known as Community Cloud, is a platform that allows you to create branded digital experiences for your customers, partners, and employees. It can help you engage with your channel partners and provide them with self-service tools, collaboration features, and personalized content. For example, Experience Cloud can enable partners to view and update sales agreements, account forecasts, rebates, and targets from Salesforce. It can also help you train and onboard your partners, monitor their performance, and reward them for their achievements. References: Engage with Your Partners, Re-Imagining Partner Relationships with Manufacturing Cloud, Manufacturing Cloud

NEW QUESTION # 61
A customer is concerned about whether data for accounts, contacts, and products should be managed in Salesforce exclusively. What should a consultant recommend?

- A. The ERP is the source of truth for accounts, contacts, and products. Salesforce will consume the data as read-only.
- B. Salesforce is the source of truth for accounts, contacts, and products and is exclusively mastered there.
- C. Accounts, contacts, and products are in Salesforce; the lifecycle of these are codependent with other systems like Enterprise Resource Planning (ERP) and Product Lifecycle Management (PLM).

Answer: C

NEW QUESTION # 62
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From what has been leaked thus far, it appears AP-213 that Microsoft has seen the light, For too many of my peers, their day consists of departing for a one-hour commute in the morning, AP-213 Prep Guide putting in a full day at the office, and returning in time to tuck their kids in bed.

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