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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q119-Q124):

### NEW QUESTION # 119

A consultant is with an organization that doesn't currently have Manufacturing Cloud, and its data lives inside an Enterprise Resource Planning (ERP) system. The organization would like to utilize Sales Agreements for Accounts. The Product Level for the sales agreements will be Product, and the Actuals Calculation Mode will be Automatically from Direct Orders. Historical data from the

ERP system will be synchronized to Salesforce prior to activating Sales Agreements.

Which data items must a consultant consider when creating sales agreements from historical data for a Manufacturing Cloud solution?

- A. Accounts, Orders, Order Lines, Opportunities
- **B. Accounts, Orders, Order Lines, Products**
- C. Accounts, Orders, Order Lines, Invoices

**Answer: B**

Explanation:

To create sales agreements from historical data for a Manufacturing Cloud solution, a consultant must consider the following data items: Accounts, Orders, Order Lines, and Products. These are the core objects that are used to create and manage sales agreements in Manufacturing Cloud. Accounts represent the customers or partners that have sales agreements with the organization. Orders and Order Lines represent the actual sales transactions that are associated with the sales agreements. Products represent the items or services that are sold or purchased through the sales agreements. Invoices and Opportunities are not required for creating sales agreements from historical data, as they are not part of the sales agreement object model.

Invoices are used to track the billing and payment status of the orders, while Opportunities are used to track the potential sales deals that may or may not result in orders. References: Sales Agreement Object Model, Create a Sales Agreement, Sales Agreement Fields

#### **NEW QUESTION # 120**

Universal Containers is deploying Manufacturing Cloud for the first time. Sales Agreements have been configured in a development sandbox, and now the Salesforce administrator is moving the changes to production. The deployment is failing, and the error indicates that the Sales Agreement object does not exist in the target environment.

What should the administrator check first to resolve the error and complete the deployment?

- A. Check that the organization-wide default for Sales Agreements is set to Public Read Write in the production org.
- **B. Check that Sales Agreements are enabled in the production org.**
- C. Check that the organization wide default for Sales Agreements is set to Private in the production org.

**Answer: B**

Explanation:

When facing a deployment error indicating that the Sales Agreement object does not exist in the target environment, the first step the administrator should take is to ensure that Sales Agreements are enabled in the production organization. This is a crucial prerequisite for deploying Sales Agreements-related changes and functionalities from a development sandbox to a production environment, as the absence of enabled Sales Agreements in the target environment can lead to deployment failures.

#### **NEW QUESTION # 121**

What is required before the Analytics for Manufacturing App can be created?

- **A. At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.**
- B. At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.
- C. Refresh Forecast(s) to be analyzed.
- D. Refresh Sales Agreement(s) to be analyzed.

**Answer: A**

Explanation:

The Analytics for Manufacturing App is a prebuilt app that includes dashboards to visualize and analyze data from various Manufacturing Cloud objects, such as sales agreements, account forecasts, account manager targets, and rebates. Before you can create the app, you need to ensure that your data meets some specific requirements, otherwise the app creation fails. One of the requirements is that at least one record must exist in each of the Manufacturing Cloud objects to be analyzed, such as Order, Sales Agreement, Account Forecast, and so on. This ensures that the app has some data to work with and can generate meaningful insights. The other requirements are related to record types, permissions, and field-level security1. References: Data Required to Create the Analytics for Manufacturing App, Set Up Analytics for Manufacturing, Deploy CRM Analytics for Manufacturing.

### NEW QUESTION # 122

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business. The actuals are updated directly from the orders.

In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

- A. Accounts, Sales Agreements, Sales Agreements Schedules, Orders
- B. Orders, Accounts, Sales Agreement, Sales Agreement Products
- C. Accounts, Sales Agreements, Sales Agreements Products, Orders

**Answer: A**

Explanation:

To migrate data from a legacy system to Manufacturing Cloud, the administrator should follow the recommended order of data import. This order ensures that the data dependencies and relationships are maintained and that the data integrity is preserved. The recommended order of data import is as follows1:

Accounts: This is the first object to import, as it represents the customers and their details. Accounts are related to Sales Agreements and Orders, so they must be imported before them.

Sales Agreements: This is the second object to import, as it represents the contractual agreements between the customers and the manufacturer. Sales Agreements are related to Sales Agreement Products and Sales Agreement Schedules, so they must be imported before them.

Sales Agreement Products: This is the third object to import, as it represents the products that are included in the Sales Agreements. Sales Agreement Products are related to Sales Agreement Product Schedules, so they must be imported before them.

Sales Agreement Product Schedules: This is the fourth object to import, as it represents the forecasted quantities and prices of the Sales Agreement Products over time. Sales Agreement Product Schedules are related to Orders, so they must be imported before them.

Orders: This is the fifth and final object to import, as it represents the actual orders placed by the customers.

Orders are related to Order Products, which are automatically created when the Orders are imported.

Therefore, the correct answer is B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders. References: Import Data into Manufacturing Cloud

### NEW QUESTION # 123

Universal Containers1 field reps want to have a more accurate picture of their distributor's business. The field rep will compare and update expected versus actual order values during the next visit.

Which Manufacturing Cloud object should the consultant configure to give field reps this ability?

- A. Advanced Account Forecast
- B. Account Relationship
- C. Generic Visit Key Performance Indicator

**Answer: C**

Explanation:

The Advanced Account Forecast object is used to track the expected and actual order values for each account and product family. It allows field reps to compare the forecasted and actual order values for each account and product family, and update them as needed. The Advanced Account Forecast object also enables field reps to collaborate with their distributors and align on the sales agreements, orders, and brand-promotion campaigns12. References: Meet Manufacturing Cloud, Strengthen Relationships with Partners

### NEW QUESTION # 124

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