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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q104-Q109):

NEW QUESTION # 104
Which three conditions need to be fulfilled so that an order is included in the Actuals calculation process on a Sales Agreement?

- A. The Sales Agreement field needs to be populated on the Order.
- B. The order needs to have Category = Activated.
- C. The date in the Order Date field should be in the future.
- D. The date in the Order Date field should be in the past.
- E. The order needs to have Status = Activated.

Answer: A,D,E

Explanation:
https://www.salesforce.com/products/manufacturing-cloud/overview/
Actuals are the quantities of products that have been fulfilled or shipped to the customer as part of a sales agreement1.
Manufacturing Cloud calculates actuals based on orders that are associated with a sales agreement2. For an order to be included in the actuals calculation process, the following three conditions need to be fulfilled23:
* The order needs to have Status = Activated. Only activated orders are considered for actuals calculation.
Draft orders are not included.
* The date in the Order Date field should be in the past. Only orders with a start date that is on or before the current date are considered for actuals calculation. Future orders are not included.
* The Sales Agreement field needs to be populated on the order. Only orders that have a reference to a sales agreement record are considered for actuals calculation. Orders that are not linked to a sales agreement are not included.
https://help.salesforce.com/s/articleView?id=sf.sa_admin_actualscalc_task.htm&language=en_us&type=5

NEW QUESTION # 105
Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer.
Each agreement contains ProductA.
Via manual API upload, a new order containing Product A comes in for the current quarter.
Which Sales Agreement will this new order be linked to?

- A. The Sales Agreement that was activated first will be linked to the order.
- B. The Sales Agreement that was selected by custom logic will be linked to the order.
- C. The Sales Agreement that was activated last will be linked to the order.
- D. The Sales Agreement can only be ked manually to the order.

Answer: B

Explanation:
When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to.
You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last1. Reference:
Sales Agreements and Forecasting in Manufacturing Cloud
Set Up and Configure Sales Agreements

NEW QUESTION # 106
An admin wants to create new custom metric on the Account product period forecast component . What need to be done to make the metric available on the Account forecast component?

- A. Create a custom field on Account Forecast, create a custom of field on account product, map both of new fields in the account forecast setting page.
- B. Create a custom of field on account product period forecast, , create a custom of field on account product forecast, map both of new fields in the account forecast setting page.
- C. Create a custom of field on account forecast adjustment, Create a custom of field on account forecast adjustment period, map both of new fields in the account forecast setting page.
- D. Create a custom of field on Sales agreement product, Create a custom of field on Sales agreement product period, map both of new fields in the Sales agreement setting page

Answer: B

Explanation:
Explanation
According to the Salesforce Manufacturing Cloud documentation, to create a new custom metric on the Account product period forecast component, you need to create a custom field on the Account Product Period Forecast object and another custom field on the Account Product Forecast object. Then, you need to map both of these fields in the Account Forecast setting page. This will allow you to add the custom metric to the Forecast tab of an account and track it along with the standard metrics1. References: 1: Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects

NEW QUESTION # 107
What is the proper utilization of a System Integration Testing (SIT) environment?

- A. Used as an environment to perform system-to-system testing
- B. Used as a development environment to configure and build new applications
- C. Used as a backup and archive of production configuration and data

Answer: A

Explanation:
: A System Integration Testing (SIT) environment is used as an environment to perform system-to-system testing.
This means that the SIT environment is used to test the integration of different systems or components that are part of the Salesforce Manufacturing Cloud solution. The SIT environment allows the verification of the functionality, performance, and reliability of the integrated systems, as well as the identification and resolution of any defects or issues that may arise during the integration process. The SIT environment is typically a replica of the production environment, but with a smaller data set and lower security requirements. The SIT environment is also used to validate the data migration and synchronization between the source and target systems, as well as the compatibility and interoperability of the APIs and web services that are used for the integration. Reference:
Manufacturing Cloud - Salesforce
How to Perform Automated Integration Testing in Salesforce
Automate and Test During Integration

NEW QUESTION # 108
Which two methods can be used to recalculate payouts after the payout period is closed?

- A. Recalculate account benefit charge
- B. Recalculate payouts with no charge in benefits
- C. Renew payouts with benefit charges
- D. Receive payouts with charged benefits
- E. Recalculate payouts due to changed benefits

Answer: B,E

NEW QUESTION # 109
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