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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q102-Q107):

NEW QUESTION # 102

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- **A. It tracks product growth trends**
- B. It tracks account revenue growth against goals
- C. It tracks inventory utilization for a defined time frame
- D. It tracks performance against account manager targets
- E. It tracks against product margin targets

Answer: A

Explanation:

The time series projection feature in Tableau CRM for manufacturing is designed to track product growth trends. This functionality utilizes statistical order forecasting predictions generated using time series forecasting models, which include order quantity values and order revenue values with a specified confidence level. By focusing on product growth trends, this feature enables manufacturers to analyze and predict future product performance, facilitating informed decision-making and strategic planning .

NEW QUESTION # 103

An Account Manager at Badger Power wants to renew their current Sales Agreement. When can the Sales Agreement renewal occur?

- A. Only when the sales agreement regenerates.
- B. Only when the renewal period ends.
- **C. Only when the renewal period starts.**
- D. Only when the sales agreement recalculates.
- E. Only when the new fiscal period starts.

Answer: C

Explanation:

Salesforce Manufacturing Cloud allows users to define the renewal period for sales agreements in their org.

The renewal period is the number of days before the end date of a sales agreement from when users can renew the agreement.

Users can renew a sales agreement only when the renewal period starts. The other options are not related to the renewal of sales agreements. References: Define Renewal Period for Sales Agreements

NEW QUESTION # 104

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%. Where should the Account owner add the additional 5%?

- A. Update the Account Forecast to 10%.
- **B. Set 5% value in Account Growth.**
- C. Update the Market Growth to 10%.

Answer: B

Explanation:

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities.

The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of 10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast.

Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION # 105

Universal Containers has implemented Rebate Management and wants to define the Benefit information section of a Rebate Type Benefit. Which Sequence of Minimum and Maximum Range values would be valid?

- A. Greater than 100, Less than 200, Less than 300, Less than 400
- **B. 0 to 100, 101 to 200, 201 to 300, 301 to 400**

- C. 0 to 100, 100 to 200, 200 to 300, 300 to 400
- D. Less than 100, Less than 200, Less than 300, Less than 400

Answer: B

Explanation:

A rebate type benefit defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. The minimum and maximum range values specify the sales targets for each benefit tier. The range values must be continuous and non-overlapping, meaning that the minimum value of one tier must be equal to the maximum value of the previous tier, and there should be no gaps or overlaps between the tiers.

Therefore, option A is the only valid sequence of minimum and maximum range values for a rebate type benefit. References: Rebate Management Workflow, Create and Manage Rebate Programs

NEW QUESTION # 106

The administrator at Bonsai Manufacturing wants to renew several sales agreements. Which status on the sales agreement restricts the administrator from renewing?

- A. Approved
- **B. Activated**
- C. Expired

Answer: B

Explanation:

A sales agreement can be renewed only when it is in the renewal period, which is defined by the number of days before the end date of the agreement. A sales agreement that is expired or approved can be renewed if it is within the renewal period. However, a sales agreement that is activated cannot be renewed, because it means that the agreement is currently active and has not reached its end date or renewal period. References: Define Renewal Period for Sales Agreements, Renew a Sales Agreement.

NEW QUESTION # 107

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First of all, the appropriate individual user accounts should be placed in the Administrators AP-213 group, and these administrators should be instructed to perform administrative duties from those accounts rather than the Administrator account.

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