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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q32-Q37):

### NEW QUESTION # 32

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

**Answer: A**

**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 # 33

What out-of-the-box Manufacturing Cloud function can be used to notify users if automated processes fail?

- A. Automated Processes Notifications
- B. Manufacturing Cloud Home Page Notifications related
- C. Automated Processes Status report
- **D. Email Notifications**

**Answer: D**

Explanation:

Email notifications are an out-of-the-box Manufacturing Cloud function that can be used to notify users if automated processes fail. Automated processes are workflows, processes, or Apex triggers that update records based on certain criteria or events. If an automated process fails, Salesforce sends an email to either the admin who last modified the associated flow or the Apex exception email recipients. The email includes the data that's involved in the process or flow, including user-entered data, and the error message that caused the failure.

You can configure the email recipients and the email content in the Process Automation Settings page in Setup. References: = Select Flow and Process Error Email Recipients, Troubleshoot Flow Errors

### NEW QUESTION # 34

Which two statements are correct about sales agreement cloning?

- A. The new sales agreement is created in activated status
- **B. The new sales agreement is created in draft status**
- C. The agreement term details are copied over from the original sales agreement
- **D. The product details are copied over from the original sales agreement**
- E. The default start date of the new sales agreement is equal to the start date of the original sales agreement

**Answer: B,D**

Explanation:

Sales agreement cloning is a feature that allows users to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for different accounts or time periods. When cloning a sales agreement, the product details, such as product name, quantity, price, and discount, are copied over from the original sales agreement. The new sales agreement is created in draft status, which means it can be edited and submitted for approval. The default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The agreement term details, such as metrics, actuals, and forecasts, are not copied over from the original sales agreement, as they are specific to each sales agreement and time period. References: Clone a Sales Agreement, Sales Agreement Cloning

### NEW QUESTION # 35

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer.

Each agreement contains Product A. 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 linked 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 last. References:

Sales Agreements and Forecasting in Manufacturing Cloud

Set Up and Configure Sales Agreements

### NEW QUESTION # 36

Universal Containers (UC) wants to implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division. UC would like to see stock parts on a rolling monthly basis, with forecasted revenue and quantity. Engineered-to-order parts are ordered less frequently, so UC would like to see these on a rolling quarterly basis but with the same two metrics. What should a Manufacturing Cloud consultant recommend for configuring forecasting?

- A. Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.
- **B. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.**
- C. Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.

**Answer: B**

Explanation:

To configure forecasting in Manufacturing Cloud, UC needs to create and configure forecast sets, which are the primary building blocks for generating forecasts<sup>1</sup>.

A forecast set contains information such as the forecast period, the forecast fact object, the forecast frequencies, the data processing engine definitions, the forecast dimensions, and the forecast measures<sup>1</sup>.

UC has two different divisions with different forecasting needs, so they need to create two forecast sets, one for each division<sup>2</sup>.

Each forecast set needs to have a different period group, which defines the time periods for forecasting. For the stock parts division, UC needs a monthly period group, and for the engineered-to-order parts division, UC needs a quarterly period group<sup>2</sup>.

Each forecast set also needs to have two forecast metrics, which are the measures that UC wants to forecast. In this case, UC wants to forecast revenue and quantity for both divisions<sup>2</sup>.

The other options are incorrect because they do not match the requirements of UC. Option B would create only one forecast set, which would not allow UC to differentiate between the two divisions. Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.

Create and Configure Forecast Sets - Salesforce

Configure Forecast Sets Unit | Salesforce Trailhead

### NEW QUESTION # 37

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