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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q85-Q90):

NEW QUESTION # 85

The admin at badger power is trying to setup a Rebate type that is valid for transactions completed in January. Which option reflects by the admin?

- A. Set up an eligibility criteria for this rebate type with activity Date \geq Jan1 and \leq Jan31
- B. Setup anew rebate program with that volume rebate type and a single payout period for Jan

- C. Use the effective date on Rebate Type
- D. Set Rebate Type to active on Jan1 and inactive on Jan31

Answer: A

Explanation:

Explanation

To set up a rebate type that is valid for transactions completed in January, the admin at Badger Power needs to use the eligibility criteria feature on the rebate type. Eligibility criteria are rules that define which transactions qualify for a rebate type. The admin can use the activity date field on the transaction object to specify the date range for the rebate type. For example, the admin can create a rule that says activity date is greater than or equal to January 1 and less than or equal to January 31. This way, only the transactions that occurred in January will be eligible for the rebate type. The other options are not correct, as they either involve creating a new rebate program, which is unnecessary, or using the effective date or active status fields on the rebate type, which do not control the transaction eligibility. References: [Create Rebate Types], [Set Up Eligibility Criteria for Rebate Types], [Rebate Type Fields]

NEW QUESTION # 86

Universal Containers wants to make run-rate business more predictable within Manufacturing Cloud. Which standard feature serves as a starting point to manage this?

- A. Opportunity
- B. Opportunity or Sales Agreements
- C. Sales Agreements

Answer: C

Explanation:

n: Sales Agreements are the standard feature in Manufacturing Cloud that allow users to track and manage their run-rate or long-term negotiated business. Sales Agreements unify the data from ERP and order management systems with the contract terms, including planned volumes and revenues, so that both operations and account teams can have a 360-degree view of the customer. Sales Agreements also enable users to forecast their run-rate business more accurately and efficiently by using account-based forecasting. Opportunities are used to track new business or one-off business, not run-rate business. Opportunity or Sales Agreements is not a valid option, as they are two different features. Reference: What Is Manufacturing Cloud?, Forecast Your Run-Rate and New Business with Account-Based Forecasting, Salesforce Launches Manufacturing Cloud-Aligning Sales and Operations to Deliver More Transparent and Predictable Business Outcomes, Salesforce Blog: Manufacturing Cloud

NEW QUESTION # 87

A consultant is implementing Manufacturing Cloud. After the consultant concludes the discovery phase, the customer identifies additional must-have features for the platform.

Which recommendation should the consultant make regarding these additional features?

- A. Create a change request and arbitrate based on other features.
- B. Add the feature in the project scope.
- C. Remove another feature from the list of requirements to account for the additional workload.

Answer: B

NEW QUESTION # 88

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

Answer: B

Explanation:

Explanation

The sequence of minimum and maximum range values that would be valid for defining the benefit information section of a rebate type benefit is 0 to 100, 101 to 200, 201 to 300, 301 to 400. This is because the minimum and maximum range values specify the qualifying criteria for each benefit tier based on the measure field of the rebate type, such as quantity or revenue. The range values must not overlap or leave gaps between the tiers, otherwise the rebate calculation will not work correctly. References: Create Benefits for a Rebate Type

NEW QUESTION # 89

Which data load sequence should be followed when loading data into Sales agreement?

- A. Sales Agreement Product
- B. Sales Agreement Product schedule
- C. Sales Agreement

Answer: A,B,C

Explanation:

Explanation

When loading data into Sales Agreement, the recommended sequence is to load the Sales Agreement object first, then the Sales Agreement Product object, and finally the Sales Agreement Product Schedule object. This sequence ensures that the data is loaded correctly and the relationships between the objects are maintained. References: Salesforce Help: Load Data into Sales Agreement, Salesforce Trailhead: Create Sales Agreements

NEW QUESTION # 90

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