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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q39-Q44):

NEW QUESTION # 39

Universal Containers is using sales agreements and does not want to bring actual orders data into salesforce. However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which actual calculation option in the sales agreement setup must be selected?

- A. Automatically from orders through contracts
- **B. Manually Using actual orders API**
- C. Automatically from direct orders
- D. Manually using APL upload

Answer: B

Explanation:

Universal Containers does not want to bring actual orders data into Salesforce, but still wants to use the actual orders data to analyze the effectiveness of their sales agreements, they must select the Manually Using actual orders API option in the sales agreement setup. This option allows them to use an API to upload actual order data from an external system into Salesforce and associate it with the sales agreements. This way, they can compare the planned and actual quantities and revenues of each product or product category in the sales agreement. The other options require either creating orders in Salesforce or linking contracts to orders in Salesforce, which Universal Containers does not want to do. References: Choose How Sales Agreement Actuals Are Calculated, Create Orders to Calculate Sales Agreement Actuals

NEW QUESTION # 40

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

Answer: C

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 # 41

An Account Manager edits the account and market growth percentage values and triggers a forecast recalculation. When will these new values be used in forecasting the future periods?

- A. When the forecast is calculated for the first time.
- B. When the Account Manager is the Account owner.
- **C. When account and market growth percentages are used in the forecast formula.**
- D. When a new forecast is generated for the account.

Answer: C

Explanation:

Account and market growth percentages are values that account managers can enter to indicate the expected growth of their account and the market for their products in the upcoming period. These values are used in the forecast formula to calculate the forecast quantity and revenue for future periods. The new values are used in forecasting the future periods only when the account and market growth percentages are part of the forecast formula. If the forecast formula does not include these values, then editing them will not affect the forecast calculation. References: Create Accurate Account Forecasts, Configure Forecast Metrics and Formulas

NEW QUESTION # 42

When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

- A. Update to Assignments
- B. No action required, changes are reflected automatically
- **C. Refresh Assignments**
- D. Recalculate Assignments
- E. Propagate to Assignments

Answer: C

Explanation:

Account Manager Targets is a feature in Manufacturing Cloud that allows businesses to set and track sales goals for their account managers based on product volume, revenue, or any other custom measure. Account managers can create, assign, and edit targets for their team members and monitor their performance against the targets. When a target is changed in Account Manager Targets, the change is not reflected immediately in the assignment values of the team members. To see the updated assignment values, you must perform the Refresh Assignments action on the Assignments tab of the target record. This action recalculates the assignment values based on the new target value and distributes the target among the team members according to the assignment rules. The other actions are not valid for Account Manager Targets. References: Account Manager Targets in Manufacturing Cloud, Learn About Account Manager Targets, Enable Account Manager Targets, Assign an Account Manager Target

NEW QUESTION # 43

Universal Containers has a large number of stock keeping units (SKUs), which hinders the executive team from making decisions quickly.

Which functionive team?

- **A. Product Categories**
- B. Sales Agreements
- C. Account Based Forecasting

Answer: A

Explanation:

o help the executive team make decisions quickly, an administrator should implement Product Categories functionality. Product Categories are a way of grouping products based on common characteristics, such as type, brand, flavor, or package12. By using Product Categories, the executive team can easily filter, sort, and analyze the large number of SKUs in their business. They can also use Product Categories to create sales agreements and forecasts at different levels of granularity1. References: Manage Products and Categories in a Sales Agreement, Configure Product Hierarchies Unit

NEW QUESTION # 44

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