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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q51-Q56):

NEW QUESTION # 51

Which Manufacturing Cloud function has an out-of-the-box Submit for Approval quick action?

Sales Agreements

- A. Account Manager Target
- B. Order Management
- C. Account Based Forecasting
- D. Experience Cloud for Manufacturing

Answer: D

Explanation:

Explanation

Experience Cloud for Manufacturing is a digital platform that enables manufacturers to create personalized and engaging experiences for their customers, partners, and employees. One of the features of Experience Cloud for Manufacturing is the ability to submit sales agreements for approval using a quick action. This quick action allows users to initiate an approval process for a sales agreement record from the Experience Cloud site, without having to switch to the Salesforce app¹². References:

Experience Cloud for Manufacturing

Create Automation for Submitting Positions for Approval

NEW QUESTION # 52

A Salesforce Manufacturing cloud admin wants to change the forecast frequency from quarterly to monthly in the account settings. Which two things do they need to be aware of?

- A. The administrator grants them to right make changes to the forecast settings in the adjustments.
- B. A recalculation of the forecast for the accounts added since the last update will be carried out
- C. A full regeneration of all the eligible account forecasts will be carried out.
- D. The length of the time that has elapsed since the last change to the forecast setting.
- E. All the previously active account forecasts will expire

Answer: C,E

Explanation:

Account forecasts are long-term projections of revenue and volume for accounts based on sales agreements, opportunity products, and account manager targets. Account forecasts can be generated and displayed monthly or quarterly, depending on the business needs. The forecast frequency can be changed in the account forecast settings by an administrator. However, changing the forecast frequency has some consequences that the administrator needs to be aware of. First, a full regeneration of all the eligible account forecasts will be carried out, meaning that all the existing account forecasts will be recalculated based on the new frequency. This may take some time and consume system resources. Second, all the previously active account forecasts will expire, meaning that they will no longer be available for viewing or editing. This is to avoid confusion and inconsistency in the forecast data. Therefore, the administrator should carefully consider the impact of changing the forecast frequency and communicate the change to the account managers and other stakeholders. Reference: Define Account Forecast Settings, Salesforce Manufacturing Cloud Flashcards, Configure Forecast Generation and Display Settings

NEW QUESTION # 53

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

Answer: C

Explanation:

Explanation

When multiple active sales agreements exist for the same product and account, the order can be linked to the sales agreement based on custom logic defined by the admin. The custom logic can use any field on the sales agreement or the order to determine the match. For example, the custom logic can use the start and end dates of the sales agreement, the order date, the product category, or any other criteria. This way, the order can be linked to the most relevant sales agreement for the account and product. References: SalesAgreement, Set Up and Configure Sales Agreements

NEW QUESTION # 54

Which statement is accurate about Account Manager Targets?

- A. Account Manager Targets can only be used after a forecast calendar is configured.

- B. Account Manager Targets are supported for standard fiscal year and custom fiscal year.
- C. Account Manager Targets are only supported for standard fiscal year and not for custom fiscal year.
- D. Account Manager Targets are only supported for custom fiscal year.

Answer: B

Explanation:

Account Manager Targets are a feature of Manufacturing Cloud that allows you to set and track sales goals for your account managers based on product volume, revenue, or any other custom measure. You can assign targets to individual account managers or to teams, and monitor their progress and performance over time. Account Manager Targets are supported for both standard fiscal year and custom fiscal year, which means you can align your targets with your company's fiscal calendar. You can also use Account Manager Targets with or without a forecast calendar, which is another feature of Manufacturing Cloud that helps you create and manage forecasts for your accounts and products. Reference: Account Manager Targets in Manufacturing Cloud, Enable Account Manager Targets, What Is Manufacturing Cloud?

NEW QUESTION # 55

Which two statements are correct about sales agreement cloning?

A) The product details are copied over from the original sales agreement

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

Answer: C,D

Explanation:

Explanation

Sales agreement cloning is a feature that allows the user 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 the same or different accounts. When the user clones a sales agreement, the following statements are correct:

The product details are copied over from the original sales agreement. This includes the product name, category, quantity, price, and discount percentage. The user can edit these details as needed in the new sales agreement.

The new sales agreement is created in draft status. This means that the new sales agreement is not yet active and does not affect the account forecast or the sales agreement performance. The user can review and modify the new sales agreement before submitting it for approval and activation. The other statements are not correct, as they do not reflect the sales agreement cloning behavior. When the user clones a sales agreement, the following statements are false:

The default start date of the new sales agreement is equal to the start date of the original sales agreement. This is not true, as the default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The user can change the start date as needed in the new sales agreement.

The new sales agreement is created in activated status. This is not true, as the new sales agreement is created in draft status, not activated status. The user needs to submit the new sales agreement for approval and activation before it becomes effective and impacts the account forecast and the sales agreement performance.

The agreement term details are copied over from the original sales agreement. This is not true, as the agreement term details are not copied over from the original sales agreement. The agreement term details are the periods and metrics that define the sales agreement performance and forecast. The user needs to create and configure the agreement term details for the new sales agreement separately. References: Clone a Sales Agreement, Sales Agreement Fields

NEW QUESTION # 56

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