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**Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q59-Q64):**

**NEW QUESTION # 59**  
How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

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

**Answer: B,C**

**NEW QUESTION # 60**  
Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Manufacturing Cloud license for external users
- B. External Apps
- C. Experience Cloud
- D. Visualforce pages
- E. Lightning Classic Apps

**Answer: B,C**

**NEW QUESTION # 61**  
Universal container wants to enter a sales agreement for Widget A. Which three minimum data element required on sales agreement

- A. Account, Opp, Contracts
- B. Account, Product, Orders
- C. Account, Price book, Product
- D. Opp, Pricebook, Product

**Answer: C**

**NEW QUESTION # 62**  
How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

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### Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q127-Q132):

#### NEW QUESTION # 127

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

**Answer: C**

Explanation:

Explanation

If Universal Containers does not want to bring actual orders data into Salesforce, they can use the actual orders API to import the data from external systems and use it to calculate the actual values of orders in sales agreements. This option allows them to analyze the effectiveness of their sales agreements without storing the orders data in Salesforce. References:

Choose How Sales Agreement Actuals Are Calculated

Sales Agreement Actuals API

#### NEW QUESTION # 128

Which two permission sets will allow an Admin to set up Tableau CRM for Manufacturing?

- A. Manage Analytics
- B. Einstein Analytics Plus User
- **C. Tableau CRM Plus Admin**
- **D. Manufacturing Analytics Admin**
- E. Manufacturing Einstein Admin

**Answer: C,D**

Explanation:

Explanation

To set up Tableau CRM for Manufacturing, the admin needs two permission sets: Tableau CRM Plus Admin and Manufacturing Analytics Admin. The Tableau CRM Plus Admin permission set license gives the admin access to Tableau CRM features and dataflows. The Manufacturing Analytics Admin permission set gives the admin access to the Manufacturing Analytics app and its datasets, dashboards, and lenses. The admin also needs to assign the Manufacturing Analytics User permission set to the users who need to view the Manufacturing Analytics app. References: : CRM Analytics Administration for Manufacturing Cloud | Salesforce Trailhead : Set Up Users and Permissions for Manufacturing Cloud - Salesforce

#### NEW QUESTION # 129

In Salesforce Manufacturing Cloud, why is it important to validate the functionality against business process flows during implementation or system updates?

- **A. To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization**

- B. To improve user adoption and satisfaction by customizing the system to match the organization's unique business requirements
- C. To optimize and streamline the manufacturing operations by leveraging the full capabilities of Salesforce Manufacturing Cloud

**Answer: A**

Explanation:

Validating the functionality against business process flows is a key step in the implementation or system update of Salesforce Manufacturing Cloud. It helps to ensure that the system meets the business requirements and expectations of the stakeholders, and that it can handle the various scenarios and use cases that may arise in the manufacturing industry. By validating the functionality, you can also identify and resolve any issues or gaps that may affect the system performance, usability, or security. Additionally, validating the functionality can help you to document and communicate the system changes and benefits to the end users and other parties involved in the project. References: Implementation Guide, System Updates

### NEW QUESTION # 130

Universal Containers1 field reps want to have a more accurate picture of their distributor's business. The field rep will compare and update expected versus actual order values during the next visit.

Which Manufacturing Cloud object should the consultant configure to give field reps this ability?

- A. Generic Visit Key Performance Indicator
- B. Account Relationship
- C. Advanced Account Forecast

**Answer: C**

Explanation:

Explanation

The Advanced Account Forecast object is used to track the expected and actual order values for each account and product family. It allows field reps to compare the forecasted and actual order values for each account and product family, and update them as needed. The Advanced Account Forecast object also enables field reps to collaborate with their distributors and align on the sales agreements, orders, and brand-promotion campaigns12. References: Meet Manufacturing Cloud, Strengthen Relationships with Partners

### NEW QUESTION # 131

Which two methods can be used to recalculate payouts after the payout period is closed?

- A. Receive payouts with charged benefits
- B. Recalculate payouts due to changed benefits
- C. Recalculate account benefit charge
- D. Recalculate payouts with no charge in benefits
- E. Renew payouts with benefit charges

**Answer: B,D**

Explanation:

Explanation

You can recalculate payouts for closed periods in two situations: when the member benefits change due to changed requirements, or when the member submits transactions after the payout period is closed, or there is an error in the payout calculation. In both cases, you need to modify the payout records and run the rebate flow again to recalculate the payouts. The first method is to recalculate payouts due to changed benefits, which means that the benefit structure and terms have changed after the payout was calculated for a period. The second method is to recalculate payouts with no charge in benefits, which means that the benefit structure and terms have not changed, but the transactions or the payout calculation have changed. References: Recalculate Payouts for Closed Periods, Rebate Management

### NEW QUESTION # 132

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