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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q11-Q16):

NEW QUESTION # 11

Where would a consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities be found?

- A. Contracts in Manufacturing Cloud
- B. Account Based Forecast in Manufacturing Cloud
- C. Account Manager Targets in Manufacturing Cloud
- **D. Sales Agreement in Manufacturing Cloud**
- E. Rebate Management in Manufacturing Cloud

Answer: D

Explanation:

Explanation

A sales agreement in Manufacturing Cloud represents a long-term agreement between a buyer and a seller to negotiate price and volume of products¹. It provides a consolidated view of all the terms of the agreement, including the duration, products, price, planned quantities, and actual quantities². A sales agreement can be created from an external source, such as a quote, opportunity, or custom object³. A sales agreement can also be used to create accurate account forecasts based on the planned and actual quantities⁴. References: Sales Agreements and Forecasting in Manufacturing Cloud, Get Started with Sales Agreements, SalesAgreement, Sales Agreement

NEW QUESTION # 12

A manufacturing company makes parts designed to go into finished goods (like a cell phone). However, the company sells to distributors and contract manufacturers who make the phone for the phone brand company.

The manufacturing company is not the only approved supplier of the part.

Which feature of Manufacturing Cloud should the manufacturing company utilize to help with future opportunity planning?

- A. Use Advanced Forecasting to set the plan by part for each of the phone brands and align orders by part number to the forecast with the orders.
- B. Use Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.
- **C. Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.**

Answer: C

Explanation:

Explanation

Program Based Business is a feature of Manufacturing Cloud that allows manufacturers to track and manage the demand from their end customers (such as phone brands) and compare it with the actual orders from their channel partners (such as distributors or contract manufacturers). This feature helps manufacturers to plan for future opportunities, optimize their inventory and production, and increase their market share. Program Based Business enables manufacturers to:

Create programs that represent the end customer demand for a specific product or product family over a period of time.

Associate sales agreements and orders with programs to track the actual performance against the program demand.

Use program analytics to monitor the program health, identify gaps and risks, and take corrective actions.

Use program forecasts to generate account forecasts based on the program demand and actuals. References: Program Based Business Overview, Create a Program, Associate Sales Agreements and Orders with Programs, Use Program Analytics, Use

Program Forecasts.

NEW QUESTION # 13

A new custom field is created on the Account Product Forecast (APF) Table. Account Managers have already been assigned the standard Manufacturing Account Forecast permission set.

Which two actions can be taken to give the Account Managers 'Read' access to this new field?

- A. Create a new custom permission set of license type 'Salesforce'. Grant Read access to the field. Assign the newly created permission set to the Account Managers
- **B. Give 'Read' access to the field on the standard Manufacturing Account Forecast permission set.**
- C. Clone the standard permission set Account Forecast to a new permission set with license type 'Salesforce'. Grant 'Read' access to the field on the new permission set. Assign the cloned permission set to the Account Managers
- **D. Clone the standard permission set Manufacturing Account Forecast to a new permission set with license type Manufacturing Forecast Psl. Grant Read access to the field on the new permission set. Assign the cloned permission set to the Account Managers.**

Answer: B,D

Explanation:

Explanation

= These two actions can be taken to give the Account Managers 'Read' access to the new custom field on the APF Table. The first action involves cloning the existing permission set that already grants access to the APF Table and its standard fields, and then modifying the cloned permission set to include the new custom field.

The second action involves editing the existing permission set directly to add the new custom field. Both actions require the same license type, which is Manufacturing Forecast Psl, to access the APF Table. The other two actions are not valid because they use a different license type, which is Salesforce, that does not support the APF Table. References: = Assign the Permission Set for Advanced Account Forecast Product Category, Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects, Permission Sets and Licenses for Manufacturing Cloud

NEW QUESTION # 14

What is the maximum number of sales Agreement that can be activated for the same period, containing the same Products and linked to the same Account?

- A. 0
- B. 1
- **C. No defined limit**
- D. 2
- E. 3

Answer: C

Explanation:

According to Salesforce Manufacturing Cloud documentation, there is no defined limit on the number of sales agreements that can be activated for the same period, containing the same products, and linked to the same account. However, it is recommended to use sales agreements judiciously and avoid creating duplicate or overlapping agreements that could cause confusion or errors in forecasting and reporting. Sales agreements are meant to capture the negotiated terms and conditions of the run-rate business with customers and partners, and they should reflect the actual demand and order realization data. References: Sales Agreements, Frequently Asked Questions for product keys. | Microsoft Learn, Salesforce Manufacturing Cloud Certification Flashcards | Quizlet.

NEW QUESTION # 15

An organization is looking to support channel partners but has yet to onboard them digitally. The organization would like to work closely with its partners to plan their work and support them by providing functionality, insights, and data.

What should the organization do to fill this gap?

- A. Add a timeline to the Experience Cloud
- **B. Leveraging Partner Visit Management functionality**

- C. Allow them to submit claims against warranty coverage

Answer: B

Explanation:

The organization should leverage Partner Visit Management functionality to fill the gap. Partner Visit Management is a feature of Salesforce Manufacturing Cloud that enables manufacturers to collaborate with their channel partners on sales and service activities. With Partner Visit Management, manufacturers can create and assign visit plans to their partners, track their progress and performance, and provide feedback and coaching. Partners can access the visit plans through the Manufacturing partner site, which is a predefined template for Experience Cloud sites. The Manufacturing partner site also allows partners to view and update sales agreements, forecasts, and account information, as well as access resources and training materials. By using Partner Visit Management and the Manufacturing partner site, the organization can support its channel partners by providing functionality, insights, and data, as well as working closely with them to plan their work. References:

- * Engage with Your Partners - Salesforce
- * What Is Manufacturing Cloud? - Salesforce
- * Elevate Partner Management - Salesforce
- * Simplify Partner Engagement: A Guide for Manufacturers - Salesforce

NEW QUESTION # 16

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