

Salesforce.Manufacturing-Cloud-Professional.v2023-03-21.q23

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NEW QUESTION: 1

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 2

Which two statements are accurate when embedding the Manufacturing agreement Performance and Manufacturing Product Performance dashboards in lightning page?

- A. Can embed in sales agreement page layout only
- B. No filter required.
- C. Must set Component height to 120
- D. Can embed in any manufacturing cloud page layout

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 3

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

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

Answer: A,B,C ([LEAVE A REPLY](#))

NEW QUESTION: 4

Which two licenses are needed to access the Rebate analytics functionality in Tableau CRM for Manufacturing?

- A. Einstein Analytics Plus
- B. Manufacturing Analytics Plus
- C. Rebates Management Add on
- D. Analytics Plus

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 5

Which two options can be used to populate a custom metric so that it shows on forecast grid?

- A. Used to recalculate all forecast button on the account forecast settings page
- B. Implement a record trigger flow on Account Product Forecast (APF)
- C. Implement an apex trigger on Account Product period Forecast (APPF)
- D. Implement an apex trigger on Account Product Forecast (APF)
- E. Implement an record trigger on Account Product period Forecast (APPF)

Answer: C,E ([LEAVE A REPLY](#))

NEW QUESTION: 6

Which two objects do not support triggers?

- A. Account Product Forecast (APF)
- B. Account Product Period Forecast (APPF)
- C. Account Forecast Adjustments (AFA)
- D. Account Forecast (AF)

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 7

An Admin is creating an app from the Analytics for manufacturing template in Tableau CRM for Manufacturing. Which Rebate Management object supports custom fields for rebate program(s) analysis?

- A. Program Rebate Type Benefit
- B. Rebate Program
- C. Program Rebate Type
- D. Rebate Member Product Aggregate

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating actuals against account manager targets?

- A. Other User
- B. Opportunity Owner
- C. Custom Lookup Field for a user on Account.
- D. Order Owner
- E. Account Owner

Answer: B,D,E (LEAVE A REPLY)

The Opportunity Owner, Order Owner, and Account Owner are the user types that can be selected in the Tableau CRM configuration wizard to receive credit for an order when calculating actuals against account manager targets. These user types are linked to the opportunity, order and account respectively, and are likely to be the users responsible for the sales transaction. Reference: https://help.salesforce.com/articleView?id=tableau_crm_config_wizard.htm&type=5

NEW QUESTION: 9

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. 128
- B. 10000
- C. 1
- D. No defined limit
- E. 50

Answer: D (LEAVE A REPLY)

NEW QUESTION: 10

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- A. Update the forecast display duration
- B. Update the forecast formula
- C. Update the forecast frequency
- D. Update the forecast start period
- E. Update the forecast adjustment period

Answer: A,C,D (LEAVE A REPLY)

NEW QUESTION: 11

Badger Power wants to have a complete picture of both their run-rate and net-new business.

Which two Manufacturing Cloud functions should be configured?

- A. Product Forecast

- B. Opportunity Funnel
- C. Account Based Forecasting
- D. Collaborative Forecast
- E. Sales Agreements

Answer: (SHOW ANSWER)

NEW QUESTION: 12

Which two statements are correct about sales agreement cloning?

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

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 13

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 14

Which method can be used to calculate Actuals for sales agreements?

- A. Automatically from direct orders
- B. Automatically from orders through contracts
- C. Automatically from contracts through orders.
- D. Automatically from direct contracts
- E. Manually using api upload

Answer: C (LEAVE A REPLY)

NEW QUESTION: 15

Which two statements are correct regarding the visibility of invalid team assignments?

- A. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record.
- B. Invalid target assignments can be seen in the Invalid Target Assignments report.

- C. Invalid target assignments are shown in Invalid Team Assignments section of a target only if you are the owner of that target.
- D. Invalid target assignments are shown in the Notifications section of the Assignments tab in the target's record
- E. Invalid target assignments are shown in Invalid Team Assignments related list on the Account Manager Target home page.

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 16

In Tableau CRM for manufacturing which security predicate ManagerId

- A. Account Hierarchy
- B. use Role Hierarchy
- C. Manufacturing Cloud Hierarchy
- D. Row level Sharing for territories
- E. Use Manager Hierarchy

Answer: E (LEAVE A REPLY)

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NEW QUESTION: 17

Which two list views are provided by default to filter account manager targets by the assigned user?

- A. Assigned to Me
- B. Active Targets
- C. Assigned by Manager
- D. Pending Targets
- E. Assigned by Me

Answer: (SHOW ANSWER)

NEW QUESTION: 18

A manufacturing cloud user is in the process of adding products to an order that is on active sales agreement. Which status the order be in , to make the addition

- A. Active
- B. Approved
- C. Draft
- D. Pending

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 19

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

Which three permission set are available with Manufacturing Cloud?

- A. Manufacturing Account Forecast
- B. Manufacturing Sales Orders
- C. Manufacturing Sales Agreements
- D. Manufacturing Price Book
- E. Manufacturing Account Manager Target

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 21

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. 201 to 300
- B. 301 to 400
- C. 101 to 200
- D. 0 to 100

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 22

Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

- A. Increase by
- B. Decrease by
- C. Multiple by

- D. Update with
- E. Replace with

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit?

- A. Aggregate
- B. Elapsed
- C. Specified
- D. Stepped

Answer: C ([LEAVE A REPLY](#))

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