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NEW QUESTION: 1

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

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

Answer: C,D (LEAVE A REPLY)

Account manager targets are records that represent the revenue goals for account managers. They can be filtered by different criteria using list views. By default, Salesforce Manufacturing Cloud provides two list views to filter account manager targets by the assigned user: Assigned by Me and Assigned to Me. Assigned by Me shows the targets that the current user has created and assigned to other users. Assigned to Me shows the targets that the current user owns and is responsible for achieving. References: Learn About Manufacturing Cloud and Explore, Filter Account Manager Targets with List Views

NEW QUESTION: 2

Which statement is accurate about Account Manager Targets?

- A. Account Manager Targets are only supported for custom fiscal year.
- B. Account Manager Targets are supported for standard fiscal year and custom fiscal year.
- C. Account Manager Targets can only be used after a forecast calendar is configured.
- D. Account Manager Targets are only supported for standard fiscal year and not for custom fiscal year.

Answer: (SHOW ANSWER)

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. References: Account Manager Targets in Manufacturing Cloud, Enable Account Manager Targets, What Is Manufacturing Cloud?

NEW QUESTION: 3

The Financial Team at Budger Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate Management. How can an Admin ensure that this requirement is fulfilled?

- A.** Validate invoice status in ERP before bringing into Salesforce.
- B.** Additional steps are not needed. Only transactions with Status = Paid are included in the Journal.
- C.** Create a custom field in Transaction Journal, copy Invoice Status data into custom field, then use as an eligibility condition in Rebate Types.
- D.** Update Data Processing Engine job to filter out transactions where Invoice status does not Paid.

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

To ensure that rebates are paid out only on invoices that have status paid, an admin can create a custom field in the Transaction Journal object, and copy the invoice status data from the source system into that field.

Then, the admin can use that field as an eligibility condition in the Rebate Types, so that only transactions that match the criteria are included in the rebate calculation. This way, the admin can avoid paying rebates on invoices that are not yet paid, or that are canceled, refunded, or disputed. References: [Rebate Management - Salesforce Help], Create and Manage Rebate Types - Salesforce Help, Create and Manage Transaction Journals - Salesforce Help, Create and Manage Data Processing Engine Definitions - Salesforce Help, Rebate Management for Manufacturing Cloud - Salesforce Help

NEW QUESTION: 4

Partner managers from Universal Containers (UC) are performing onsite visits to their distribution partners.

During the visit they have a goal of getting partners to renew the terms of their sales agreements with UC.

Leadership wants to understand how effective these in-person visits are in getting partners to renew. They would also like to standardize the tasks to be performed during these visits and report on this data in Salesforce.

Which features should a Manufacturing Cloud consultant recommend to meet these requirements?

- A.** Partner Visit Management, Advanced Account Forecasting, and CRM Analytics for Manufacturing
- B.** Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators
- C.** Partner Visit Management, Experience Cloud, and Service Console for Manufacturing

Answer: B (LEAVE A REPLY)

To meet the requirements of UC, a Manufacturing Cloud consultant should recommend the following features: Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators. Partner Visit Management helps sales managers schedule visits to dealer and distributor locations, monitor performance, follow up on sales agreements, and capture key metrics¹. Action Plans allow sales managers to create lists of tasks and associated assessment indicators that are commonly repeated across multiple visits². Generic Visit Key Performance Indicators enable sales managers to compare the expected metrics versus the actual metrics for the key performance indicators they defined and then take necessary actions³.

These features help UC to standardize the tasks to be performed during visits, understand how effective these visits are in getting partners to renew, and report on this data in Salesforce. The other features are not relevant for the given scenario. Advanced Account Forecasting is used to create holistic forecasts based on sales agreements, orders, opportunities, and account metrics⁴. CRM Analytics for Manufacturing is used to gain insights into sales performance, pipeline health, and customer satisfaction. Experience Cloud is used to create branded digital experiences for customers, partners, and employees. Service Console for Manufacturing is used to provide customer service and support across multiple channels. References: Partner Visit Management Workflow, Build Distributor Relationships with Partner Visit Management, Strengthen Relationships with Partners, Create Holistic Forecasts with Advanced Account Forecasting, [CRM Analytics for Manufacturing], [Experience Cloud], [Service Console for Manufacturing]

NEW QUESTION: 5

What is required before the Analytics for Manufacturing App can be created?

- A.** At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.
- B.** Refresh Sales Agreement(s) to be analyzed.
- C.** Refresh Forecast(s) to be analyzed.
- D.** At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.

Answer: A (LEAVE A REPLY)

The Analytics for Manufacturing App is a prebuilt app that includes dashboards to visualize and analyze data from various Manufacturing Cloud objects, such as sales agreements, account forecasts, account manager targets, and rebates. Before you can create the app, you need to ensure that your data meets some specific requirements, otherwise the app creation fails. One of the requirements is that at least one record must exist in each of the Manufacturing Cloud objects to be analyzed, such as Order, Sales Agreement, Account Forecast, and so on. This ensures that the app has some data to work with and can generate meaningful insights. The other requirements are related to record types, permissions, and field-level security¹. References: Data Required to Create the Analytics for Manufacturing App, Set Up Analytics for Manufacturing, Deploy CRM Analytics for Manufacturing.

NEW QUESTION: 6

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

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

Answer: C,E (LEAVE A REPLY)

Invalid target assignments are team assignments that are no longer valid due to changes in the target or the team member. For example, if a team member leaves the company or is reassigned to another target, their existing assignments become invalid. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record. This section displays the invalid assignments for all team members who have access to the target, regardless of the ownership. Invalid target assignments can also be seen in the Invalid Target Assignments report, which is a standard report provided by Manufacturing Cloud.

This report shows all the invalid assignments for the current user and their subordinates, along with the reason for the invalidity. The report can be filtered by target name, team member name, or invalidity reason. References: Distribute Targets and Manage Invalid Targets Unit, Manage Invalid Team Assignments

NEW QUESTION: 7

Universal Containers (UC) wants to adhere to implementation best practices. What is a recommended way for UC to establish clarity between new business and run-rate business?

- A.** New businesses should use Opportunities and Collaborative Forecasting Run-rate business should use Sales Agreements and Account Based Forecast

B. New businesses should always use Opportunities and Sales Agreements.

C. Run-rate business should use only Account Based Forecast and Opportunities.

Answer: A (LEAVE A REPLY)

To establish clarity between new business and run-rate business, Universal Containers should adopt a differentiated approach where new businesses use Opportunities and Collaborative Forecasting, while run-rate business utilizes Sales Agreements and Account-Based Forecasting. This strategy leverages the strengths of Salesforce Manufacturing Cloud's forecasting and agreement features to align with the distinct nature of new and run-rate business, ensuring accurate forecasting and effective management of business operations.

NEW QUESTION: 8

Universal Containers (UC) is operating in 21 countries across EMEA with eight different currencies. UC identifies customers as Silver, Gold, or Platinum in those countries, depending on the catalog prices and discount thresholds. Once a year, UC indexes the prices, updating currency exchange rates while regularly introducing new products throughout the year.

What is a potential blocker to the company's current business processes?

A. There is a limit to the number of mass updates that can be performed on the sales agreements.

B. Currency exchange rates can only be updated if Advanced Currency Management is enabled

C. Pricing Analytics over accounts is not possible; limit to only 52 forecast updates per year.

Answer: B (LEAVE A REPLY)

A potential blocker to Universal Containers' current business processes, given their operation across multiple countries with different currencies, is the limitation that currency exchange rates can only be updated if Advanced Currency Management (ACM) is enabled in Salesforce. This feature is crucial for businesses like UC that deal with multiple currencies, as it allows for more precise and dynamic management of currency exchange rates. Without ACM, UC may face challenges in accurately updating and managing currency exchange rates, which is essential for indexing prices annually and introducing new products throughout the year. This limitation can significantly impact the company's ability to maintain accurate pricing and discount thresholds for their customers categorized as Silver, Gold, or Platinum, potentially affecting sales agreements and overall business operations.

NEW QUESTION: 9

Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

A. Leverage the manufacturing experience cloud template to set up a secure site for collaboration

B. Leverage the salesforce site manufacturing cloud template to set up a secure site for collaboration

C. Leverage my domain to set up a secure site for collaboration

D. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration

Answer: ([SHOW ANSWER](#))

Manufacturing Cloud comes with a predefined manufacturing partner template that can help manufacturers collaborate efficiently with their channel partners on sales agreements, forecasts, leads, and opportunities. The manufacturing partner template is a responsive portal that provides partners with access to knowledge articles, dashboards, and reports. Partners can also update products, prices, quantities, and adjustments on sales agreements, as well as view and edit account forecasts. The manufacturing experience cloud template is built on Experience Cloud, which allows you to customize the site with branding, themes, components, and pages.

You can also assign user permissions and roles for the site to control the access and visibility of your partners. References: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.

com, Simplify Partner Engagement: A Guide for Manufacturers

NEW QUESTION: 10

The admin at badger power is trying to setup a Rebate type that is valid for transactions completed in January.

Which option reflects by the admin?

- A.** Setup anew rebate program with that volume rebate type and a single payout period for Jan
- B.** Set Rebate type to active on Jan1 and inactive on Jan31
- C.** Use the effective date on Rebate Type
- D.** Set up an eligibility criteria for this rebate type with activity Date $\geq$ Jan1 and $\leq$ Jan31

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

The admin at badger power can set up an eligibility criteria for this rebate type with activity Date $\geq$ Jan1 and $\leq$ Jan31. This option allows the admin to specify the date range for which the rebate type applies to the transactions. The other options are either not possible or not sufficient to achieve the desired result. For example, setting up a new rebate program with a single payout period for Jan does not ensure that the rebate type is valid only for transactions completed in January. Setting the rebate type to active on Jan1 and inactive on Jan31 does not prevent the rebate type from being applied to transactions that occurred before or after January. Using the effective date on rebate type does not specify the end date for the rebate type validity. References: Eligible and Applied Rebate Types on a Transactional Object, Common Rebate Types

NEW QUESTION: 11

An admin wants to create new custom metric on the Account product period forecast component . What need to be done to make the metric available on the Account forecast component?

- A.** Create a custom field on Account Forecast, create a custom of field on account product, map both of new fields in the account forecast setting page.

B. Create a custom of field on account product period forecast, , create a custom of field on account product forecast, map both of new fields in the account forecast setting page.

C. Create a custom of field on Sales agreement product, Create a custom of field on Sales agreement product period, map both of new fields in the Sales agreement setting page

D. Create a custom of field on account forecast adjustment, Create a custom of field on account forecast adjustment period, map both of new fields in the account forecast setting page.

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

According to the Salesforce Manufacturing Cloud documentation, to create a new custom metric on the Account product period forecast component, you need to create a custom field on the Account Product Period Forecast object and another custom field on the Account Product Forecast object. Then, you need to map both of these fields in the Account Forecast setting page. This will allow you to add the custom metric to the Forecast tab of an account and track it along with the standard metrics¹. References: 1: Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects

NEW QUESTION: 12

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

A. Must set Component height to 120

B. No filter required.

C. Can embed in sales agreement page layout only

D. Can embed in any manufacturing cloud page layout

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

When embedding the Manufacturing Agreement Performance and Manufacturing Product Performance dashboards in a lightning page, it is recommended to set the dashboard's height to 120 pixels to ensure optimal display. Additionally, these dashboards can be embedded on any manufacturing cloud page layout without the need for setting up filters, offering flexibility in dashboard placement and enhancing user accessibility to critical performance data across various manufacturing cloud components .

NEW QUESTION: 13

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. Program Rebate Type

C. Rebate Program

D. Rebate Member Product Aggregate

Answer: ([SHOW ANSWER](#)**)**

Program Rebate Type Benefit is a Rebate Management object that supports custom fields for rebate program(s) analysis. It is used to define the benefit tiers for a rebate type, such as the percentage or amount of rebate that is paid out based on the achievement of a certain threshold. Program Rebate Type Benefit can have custom fields that specify the criteria by which the benefits vary, such as product category, region, or industry segment. These custom fields can be used in the Analytics for manufacturing app in Tableau CRM for Manufacturing to create dashboards and reports that show the performance and impact of rebate programs. References: Rebate Management Standard Objects - Salesforce Developers, Deploy and Use Rebate Analytics - Salesforce, Salesforce Manufacturing Cloud Flashcards

NEW QUESTION: 14

Which two key performance indicators can be calculated on the Forecast Analysis dashboard in Tableau CRM for Manufacturing?

- A.** Average Price
- B.** Days Remaining
- C.** Mean absolute percentage error in the forecast
- D.** Actual vs Forecasted Revenue
- E.** Actual vs Planned Revenue

Answer: C,D (LEAVE A REPLY)

The Forecast Analysis dashboard in Tableau CRM for Manufacturing is a tool that helps business analysts evaluate the accuracy and quality of the account forecasts generated by the Manufacturing Cloud. It allows them to compare the actual revenue with the forecasted revenue, as well as the planned revenue, for each account, product, and product category. It also shows the mean absolute percentage error (MAPE) in the forecast, which is a measure of how close the forecast is to the actual revenue. The lower the MAPE, the better the forecast. The dashboard also provides other metrics, such as forecast bias, forecast coverage, and forecast attainment, to help analysts identify areas of improvement and optimize the forecasting process¹. References: Protect and Grow Your Business Unit, Forecast Analysis Dashboard, How Forecasting Works in Tableau

NEW QUESTION: 15

Which automation must the consultant consider when loading order data associated with sales agreements for actual calculations?

- A.** If order quantities related to the sales agreements are uploaded in bulk at regular intervals using API upload, the application will reflect these updates after the daily scheduled Salesforce jobs.
- B.** Orders with the same date as the sales agreement start date will be included in the actual quantity in the sales agreements as long as the sales agreement's status is Activated and the order status is Activated.
- C.** Actuals are calculated through an hourly automated process, and users must wait until the top of the hour to see the actual results after loading new orders.

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

NEW QUESTION: 16

The warranty administrators on the global warranty team at Universal Containers (UC) want to specify the parts and labor codes covered under warranty for UC's products.

Which object should help the administrators achieve this?

- A.** Warranty Term Coverages related list under Warranty Terms.
- B.** Warranty Terms.
- C.** Product Warranty Terms related list under Warranty Terms

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

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NEW QUESTION: 17

What is the proper utilization of a System Integration Testing (SIT) environment?

- A.** Used as a backup and archive of production configuration and data
- B.** Used as a development environment to configure and build new applications
- C.** Used as an environment to perform system-to-system testing

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

A System Integration Testing (SIT) environment is used as an environment to perform system-to-system testing. This means that the SIT environment is used to test the integration of different systems or components that are part of the Salesforce Manufacturing Cloud solution. The SIT environment allows the verification of the functionality, performance, and reliability of the integrated systems, as well as the identification and resolution of any defects or issues that may arise during the integration process. The SIT environment is typically a replica of the production environment, but with a smaller data set and lower security requirements.

The SIT environment is also used to validate the data migration and synchronization between the source and target systems, as well as the compatibility and interoperability of the APIs and web services that are used for the integration. References:

- * Manufacturing Cloud - Salesforce
- * How to Perform Automated Integration Testing in Salesforce
- * Automate and Test During Integration

NEW QUESTION: 18

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

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

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: 19

A Salesforce Manufacturing Cloud user finds that the current sales agreement data is not displaying in Tableau CRM for Manufacturing. What two possibilities could cause this to happen?

- A. The sales agreement was linked to person accounts
- B. Sales agreements are only displayed in the grid
- C. The sales agreement was not added to the data flow
- D. The sales agreement data flow was not updated

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

According to the Salesforce Manufacturing Cloud documentation, to display the current sales agreement data in Tableau CRM for Manufacturing, you need to add the sales agreement object to the data flow and update the data flow. The data flow is a set of instructions that defines how data is extracted, transformed, and loaded into the app. If you do not add the sales agreement object to the data flow, the app will not have access to the sales agreement data. If you do not update the data flow, the app will not reflect the latest changes in the sales agreement data¹. References: 1: Set Up the CRM Analytics App for Manufacturing Cloud
Learn more

¹[blob:https://www.bing.com/75924f7d-ce10-4904-b3d2-4996b3dcdca7](https://www.bing.com/75924f7d-ce10-4904-b3d2-4996b3dcdca7)

developer.salesforce.com²[blob:https://www.bing.com/c30db82f-7512-4b86-8ad0-68f8704ae728](https://www.bing.com/c30db82f-7512-4b86-8ad0-68f8704ae728)
trailhead.salesforce.com

NEW QUESTION: 20

Which two out-of-the-box actions can be performed on a Sales Agreement?

- A. Recalculate Actuals
- B. Update ProductsC) Mass Update
- C. Update Adjustments
- D. Regenerate Agreement

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

A sales agreement is a long-term contract that defines the terms and conditions for the products and services that you sell to your customers. You can perform various actions on a sales agreement to manage its lifecycle, such as approving, activating, expiring, or deleting it. Two of the out-of-the-box actions that you can perform on a sales agreement are:

Recalculate Actuals: This action updates the actuals for the sales agreement based on the invoices and orders associated with it. You can recalculate actuals manually or schedule it to run automatically at a specified frequency. Recalculating actuals helps you track the progress and performance of the sales agreement over time.

Update Products: This action allows you to add, remove, or modify the products and categories in the sales agreement. You can update products manually or use the mass update feature to apply changes to multiple products at once. Updating products helps you adjust the sales agreement to reflect the changing needs and preferences of your customers.

Sales Agreements and Forecasting in Manufacturing Cloud, Sales Agreement, Get Started with Manufacturing Cloud for Sales, Create and Work with Sales Agreements, Manufacturing Cloud

NEW QUESTION: 21

What is a fundamental reason why a System Integration Testing (SIT) environment is required as part of a Manufacturing Cloud release management process?

- A. Deployment of Manufacturing Cloud often includes integration with account and order data. Testing the functionality of those integrations is a precursor prior to deployment to production.
- B. SIT provides an environment for users to conduct User Acceptance Testing (WAT) to identify any functional gaps prior to the application being deployed to production.
- C. It is important to be able to test the Salesforce functionality with production data and without data masking. SIT is the primary environment for business users to conduct this functional testing

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

NEW QUESTION: 22

Which two statements are correct about sales agreement cloning?

- A. The product details are copied over from the original sales agreement
- B. The new sales agreement is created in draft status
- 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 activated status
- E. The agreement term details are copied over from the original sales agreement

Answer: ([SHOW ANSWER](#))

Sales agreement cloning is a feature that allows users 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 different accounts or time periods. When cloning a sales agreement, the product details, such as product name, quantity, price, and discount, are copied over from the original sales agreement. The new sales agreement is created in draft status, which means it can be edited and submitted for approval. The default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The agreement term details, such as metrics, actuals, and forecasts, are not copied over from the original sales agreement, as they are specific to each sales agreement and time period. References: Clone a Sales Agreement, Sales Agreement Cloning

NEW QUESTION: 23

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

Answer: ([SHOW ANSWER](#))

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: 24

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

Which functionive team?

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

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

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: 25

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

Answer: ([SHOW ANSWER](#)**)**

Rebate Management allows businesses to create and manage rebate programs that reward their partners for meeting sales targets. A rebate program consists of a rebate type, which defines the incentive structure, and a rebate agreement, which specifies the eligible partners and products. A rebate type benefit is a component of a rebate type that defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. A benefit tier is a subcomponent of a rebate type benefit that specifies a range of sales targets and applicable benefit values. The minimum and maximum range values of a benefit tier must be positive integers and must not overlap with other benefit tiers in the same benefit. Therefore, the sequence of 0 to 100 is valid, while the other sequences are not. References: Rebate Management, Create and Manage Rebate Programs, Rebate Management Workflow

NEW QUESTION: 26

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Visualforce pages

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

Answer: C,D (LEAVE A REPLY)

To collaborate with channel partners in Manufacturing Cloud, it is recommended to use external apps and Experience Cloud. External apps are applications that run outside of Salesforce but can integrate with Salesforce data and functionality. They can provide custom solutions for specific business needs and extend the capabilities of Manufacturing Cloud. For example, external apps can enable partners to access inventory levels, order status, product catalogs, and pricing information from Salesforce. Experience Cloud, formerly known as Community Cloud, is a platform that allows you to create branded digital experiences for your customers, partners, and employees. It can help you engage with your channel partners and provide them with self-service tools, collaboration features, and personalized content. For example, Experience Cloud can enable partners to view and update sales agreements, account forecasts, rebates, and targets from Salesforce. It can also help you train and onboard your partners, monitor their performance, and reward them for their achievements.

References: Engage with Your Partners, Re-Imagining Partner Relationships with Manufacturing Cloud, Manufacturing Cloud

NEW QUESTION: 27

Which three permission set are available with Manufacturing Cloud?

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

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

Manufacturing Cloud provides three permission sets related to Sales Agreements, Account Forecasting, and Account Manager Targets. These permission sets give users access to the features and data models that are specific to the manufacturing industry. The permission sets are:

Manufacturing Account Forecast: This permission set lets users track account forecasts for quantity and revenue metrics of products. Users can view and edit the Account Product Forecast and Account Product Period Forecast objects, as well as the related objects such as Account, Product, and Sales Agreement.

Manufacturing Sales Agreements: This permission set gives users access to sales agreements that work with orders, contracts, and more. Users can view and edit the Sales Agreement and Sales Agreement Line Item objects, as well as the related objects such as Account, Product, and Order.

Manufacturing Account Manager Target: This permission set gives users access to Account Manager Target features that include creating, assigning, and distributing targets. Users can view and edit the Account Manager Target and Account Manager Target Line Item objects, as well as the related objects such as Account, Product, and Sales Agreement.

Assign the Manufacturing Permission Sets to Users, Set Up Users and Permissions for Manufacturing Cloud

NEW QUESTION: 28

Before setting up Manufacturing Cloud, Universal Containers must complete certain prerequisites. One of the prerequisites is to set up Objects for Manufacturing.

Which objects must be set up for sales agreements?

- A.** Accounts, Contacts, Products, Orders, and Price Books
- B.** Accounts, Contacts, Products, and Price Books
- C.** Accounts, Contacts, Products, Opportunities, and Price Books

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 29

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

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

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

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: 30

Service agents at Universal Containers have requested the ability to access the latest updates to a sales agreement when navigating from the customer interaction related to the account.

What should a Manufacturing Cloud consultant recommend to meet their requirement?

- A.** Create a new timeline with the Sales Agreement as the related object and add the timeline to the Account page in Lightning App Builder.
- B.** Add the Sales Agreement related list to the Engagement Interaction record page in Lightning App Builder.

C. Add the Sales Agreement related list to the Account record page in Lightning App Builder.

Answer: C (LEAVE A REPLY)

To allow the Service Agents to access the latest updates to a sales agreement when navigating from the customer interaction related to the account, the Manufacturing Cloud consultant should recommend adding the Sales Agreement related list to the Account record page in Lightning App Builder. This way, the Service Agents can see the sales agreements associated with the account and view their status, terms, and schedules.

The Sales Agreement related list is available for the Account object by default and can be added to the Account page layout using the Lightning App Builder. References: Sales Agreements Overview, Customize Record Pages with the Lightning App Builder

NEW QUESTION: 31

Customer service reps would like to set up end-to-end service processes to manage the entire service operation lifecycle.

Which tool should the consultant use to set up these processes?

A. Manufacturing Cloud Studio

B. Service Process Studio.

C. Service Automation Studio

Answer: B (LEAVE A REPLY)

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NEW QUESTION: 32

A consultant has been assigned to comprehensively analyze how an organization utilizes Manufacturing Cloud to improve its business processes and workflows.

Why is it important to understand the landscape of the business before going into the details of requirements?

A. To ensure there's an understanding of the big picture and understand where the real opportunity lies between teams agnostic of Manufacturing Cloud

B. To support the various business process capabilities across teams that support the customer and the needed areas for integration

C. To help broaden the scope of the project and initiative so that everything transforms at once

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

It is important to understand the landscape of the business before going into the details of requirements because it helps the consultant to ensure there's an understanding of the big picture and where the real opportunity lies between teams agnostic of Manufacturing Cloud. By analyzing the current state of the business, the consultant can identify the pain points, challenges, goals, and opportunities of the organization and its stakeholders. The consultant can also map out the value chain, the customer journey, the key processes, and the systems and data involved in the business operations. This will help the consultant to align the requirements with the business objectives and priorities, and to design a solution that delivers value and impact across the organization. Understanding the business landscape also enables the consultant to communicate effectively with the client and to establish trust and credibility.

References:

- * Manufacturing Cloud - Salesforce
- * Manufacturing - Salesforce.com
- * Meet Manufacturing Cloud Unit | Salesforce Trailhead

NEW QUESTION: 33

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

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

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 last¹. References:

- * Sales Agreements and Forecasting in Manufacturing Cloud
- * Set Up and Configure Sales Agreements

NEW QUESTION: 34

An organization wants to provide flexibility to account managers and partner users concerning managing sales agreements. The organization has observed several requests from account managers to remove sales agreements they have inadvertently created and would like the account managers to do this themselves.

What should the organization do to accomplish this?

- A.** Give them the Delete Sales Agreements profile

- B.** Give them the Delete Sales Agreements permission
- C.** Give them the Remove Sales Agreement permission

Answer: ([SHOW ANSWER](#))

To delete a sales agreement, the user must have the Delete Sales Agreements permission, which is included in the Manufacturing Sales Agreement Manager permission set. This permission allows the user to delete an active, approved, canceled, or expired sales agreement, as long as it does not have any active orders associated with it. Giving the user the Delete Sales Agreements profile or the Remove Sales Agreement permission will not enable them to delete sales agreements, as these are not valid options in Salesforce Manufacturing Cloud. References: Delete a Sales Agreement, Assign the Manufacturing Permission Sets to Users.

NEW QUESTION: 35

Universal Containers (UC) is preparing to roll out its new Manufacturing Cloud. UC has asked a group of end users to conduct preliminary testing. A group of 12 users is conducting testing and must give the go-ahead to deploy all settings to the production environment.

Which items are necessary to conduct proper testing?

- A.** Process scripts; Sandbox access; Communication guidelines
- B.** Sandbox access; Test data; Process scripts
- C.** Profile configuration; Process scripts; User permissions

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

To conduct proper testing of Manufacturing Cloud, the end users need the following items:

Sandbox access: A sandbox is a copy of the production environment that allows users to test changes and features without affecting the live data. Manufacturing Cloud offers different types of sandboxes for different testing purposes, such as learning, pre-release, and base12.

Test data: Test data is a set of realistic and representative data that is used to simulate the actual business scenarios and workflows in Manufacturing Cloud. Test data can be created manually, imported from external sources, or copied from the production environment³⁴.

Process scripts: Process scripts are step-by-step instructions that guide the users through the testing scenarios and expected outcomes. Process scripts help to ensure that the testing is consistent, comprehensive, and aligned with the business requirements . References: Create a Manufacturing Cloud Trial Org, Try Manufacturing Cloud for Free, Create Test Data for Your Full Sandbox, Import Data into Your Org, [Create a Test Plan for Your Salesforce Implementation], [Test Your Salesforce Implementation].

NEW QUESTION: 36

A consultant is with an organization that doesn't currently have Manufacturing Cloud, and its data lives inside an Enterprise Resource Planning (ERP) system. The organization would like to utilize Sales Agreements for Accounts. The Product Level for the sales agreements will be Product, and the Actuals Calculation Mode will be Automatically from Direct Orders. Historical

data from the ERP system will be synchronized to Salesforce prior to activating Sales Agreements.

Which data items must a consultant consider when creating sales agreements from historical data for a Manufacturing Cloud solution?

- A. Accounts, Orders, Order Lines, Products
- B. Accounts, Orders, Order Lines, Invoices
- C. Accounts, Orders, Order Lines, Opportunities

Answer: ([SHOW ANSWER](#))

To create sales agreements from historical data for a Manufacturing Cloud solution, a consultant must consider the following data items: Accounts, Orders, Order Lines, and Products. These are the core objects that are used to create and manage sales agreements in Manufacturing Cloud. Accounts represent the customers or partners that have sales agreements with the organization. Orders and Order Lines represent the actual sales transactions that are associated with the sales agreements. Products represent the items or services that are sold or purchased through the sales agreements. Invoices and Opportunities are not required for creating sales agreements from historical data, as they are not part of the sales agreement object model.

Invoices are used to track the billing and payment status of the orders, while Opportunities are used to track the potential sales deals that may or may not result in orders. References: Sales Agreement Object Model, Create a Sales Agreement, Sales Agreement Fields

NEW QUESTION: 37

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: A,D,E ([LEAVE A REPLY](#))

These three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard when calculating actuals against account manager targets. The configuration wizard guides users through the creation of an app from the Analytics for Manufacturing template and allows them to customize the data and settings for the app. One of the settings is to choose who gets credit for the orders, which determines how the actual revenue is attributed to the account managers. The user can select one of the following options:

Account Owner: This option credits all orders to the account owner's actual revenue, regardless of who owns the order. This is useful when the account owner is responsible for the overall relationship and revenue of the account.

Order Owner: This option credits all orders to the order owner's actual revenue, regardless of who owns the account. This is useful when the order owner is responsible for the individual order and revenue of the order.

Other User: This option credits all orders to a custom user's actual revenue, based on a custom lookup field for a user on the account. This is useful when there is a different user, such as a sales engineer or a partner, who is responsible for the order and revenue of the order.

= Create and Share an App from the Analytics for Manufacturing Template, Salesforce Authentication - Tableau, The Configuration Wizard - Salesforce Developers

NEW QUESTION: 38

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

- A.** Rebate Management
- B.** Sales Agreements
- C.** Account Based Forecasts
- D.** Account Manager Targets

Answer: B,D (LEAVE A REPLY)

The standard Manufacturing Experience Cloud Template includes functionalities such as Sales Agreements and Account Manager Targets among its offerings. Sales Agreements help manage and track the terms of sales between a business and its customers, while Account Manager Targets facilitate setting and tracking sales targets for account managers. These functionalities are integral to streamlining sales operations and enhancing the management of customer relationships within the Manufacturing Cloud .

NEW QUESTION: 39

A regional sales manager for Universal Containers would like to forecast at the product hierarchy level.

How should the system administrator set up Advanced Account Forecasting?

- A.** Configure the forecast set on the Advanced Account Forecasting Setup page.
- B.** Configure the forecast context field from Account Id to Product Category.
- C.** Create a flow to modify the Advanced Account Forecasting to support the product hierarchy.

Answer: C (LEAVE A REPLY)

To forecast at the product hierarchy level, the system administrator needs to create a flow that modifies the Advanced Account Forecasting to include the product category as a custom dimension. The product category is a field on the product object that defines the hierarchy of products. By adding the product category as a custom dimension, the system administrator can enable the regional sales manager to view and adjust forecasts based on different product categories. The flow should use the Data Processing Engine to aggregate data from orders, opportunities, sales agreements, and other custom objects by product category, and then use

the Calculate Advanced Account Forecast and Update Advanced Account Forecast Set Partner invocable actions to generate the forecasts. The flow should also assign the appropriate forecast set to the regional sales manager based on their role and region. References: Create Holistic Forecasts with Advanced Account Forecasting, Example: Generate Forecasts Across Multiple Regions with Advanced Account Forecasting, Calculate Account Forecasts Using Flows

NEW QUESTION: 40

Universal Containers is experiencing an increase in manual errors with its repetitive business processes.

Which tool(s) within Manufacturing Cloud should the consultant recommend to help mitigate errors by leveraging automation?

- A.** Flow for Manufacturing
- B.** Process Builder and Flow Builder
- C.** Workflow Rules and Process Builder

Answer: ([SHOW ANSWER](#))

To mitigate manual errors in repetitive business processes at Universal Containers, the consultant should recommend leveraging Process Builder and Flow Builder within Manufacturing Cloud. These automation tools allow for the design and implementation of customized workflows and processes that can significantly reduce the likelihood of manual errors, thereby enhancing efficiency and accuracy in the organization's operations .

NEW QUESTION: 41

Universal Containers (UC) is implementing Advanced Account Forecasting for its national business. UC has three primary product materials it wants to forecast for each of its key distribution partners. Each of UC's individual products has one of these material attributes on its record, but UC doesn't need to see the product detail in its forecast.

What should the administrator do to meet these business requirements?

- A.** Add custom Material dimension to Forecast Fact and Forecast Set. Update the DPE definitions to aggregate the data at the distribution partner level.
- B.** Configure a custom Forecast Context. Create new DPE definitions from scratch.
- C.** Add custom Material dimension to Forecast Fact and Forecast Set. Clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics.

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

To meet the business requirements of UC, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This will allow UC to group and filter the forecast data by the material attribute of the products. The administrator should also clone and use the standard DPE definitions to populate the new custom metrics for the Material dimension. The standard DPE definitions are templates that can be used to aggregate data from various sources, such as sales agreements, orders, opportunities, and custom objects. By cloning and using the standard DPE definitions, the administrator can save time and effort

in creating the formulas and filters for the new custom metrics. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch, as these options are more complex and require more customization. References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Dimensions and Period Groups, Streamline Forecast Calculations with Data Processing Engine Definitions

NEW QUESTION: 42

Which dashboards are on the Account page by default after the system administrator installs the Analytics app?

- A.** Accounts agreement performance; Forecast analytics for all accounts
- B.** Accounts agreement performance; Pricing analytics for the selected account
- C.** Accounts agreement performance; Forecast analytics for the selected account

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

Upon the installation of the Analytics app, the default dashboards on the Account page include "Accounts agreement performance" and "Forecast analytics for the selected account." These dashboards provide a comprehensive overview of an account's performance in terms of sales agreements and forecast accuracy, allowing for in-depth analysis and strategic planning based on historical and current data.

NEW QUESTION: 43

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 ([LEAVE A REPLY](#))

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: 44

A consultant wants to evaluate the previous year's sales results to define the current year's sales targets. The consultant was able to create and assign account manager targets with appropriate measures. Now, the sales managers need to allocate the target details appropriately.

Which combination of measures creates account manager targets?

- A. Time period, Accounts, and Products
- B. Time period, Forecasts, and Products
- C. Time period, Opportunities, and Products

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

In setting account manager targets, the combination of measures that creates these targets includes the Time period, Accounts, and Products. This approach allows sales managers to allocate target details appropriately by considering the specific time frame, the accounts managed by each account manager, and the products involved. This multi-dimensional approach to target setting enables a more nuanced and effective allocation of sales targets, catering to the diverse aspects of sales operations.

NEW QUESTION: 45

An administrator has updated the team member hierarchy type from Forecasts hierarchy to Manager hierarchy on the account manager target.

What will happen to existing targets?

- A. All access to existing targets will be deleted.
- B. Status for all existing targets will become Read-only.
- C. Status for all existing targets will become Draft.

Answer: ([SHOW ANSWER](#)**)**

When an administrator changes the team member hierarchy type for account manager targets, the existing targets are affected by this change. The status of all existing targets becomes read-only, which means that they cannot be edited or deleted. This is to prevent any inconsistency or data loss due to the change in hierarchy.

The new hierarchy type will apply only to the new targets that are created after the change.

References: Choose Team Member Hierarchy for Account Manager Targets

NEW QUESTION: 46

Universal Containers wants to make run-rate business more predictable within Manufacturing Cloud. Which standard feature serves as a starting point to manage this?

- A. Opportunity or Sales Agreements
- B. Sales Agreements
- C. Opportunity

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

n: Sales Agreements are the standard feature in Manufacturing Cloud that allow users to track and manage their run-rate or long-term negotiated business. Sales Agreements unify the data from ERP and order management systems with the contract terms, including planned volumes

and revenues, so that both operations and account teams can have a 360-degree view of the customer. Sales Agreements also enable users to forecast their run-rate business more accurately and efficiently by using account-based forecasting.

Opportunities are used to track new business or one-off business, not run-rate business.

Opportunity or Sales Agreements is not a valid option, as they are two different features.

References: What Is Manufacturing Cloud?, Forecast Your Run-Rate and New Business with Account-Based Forecasting, Salesforce Launches Manufacturing Cloud-Aligning Sales and Operations to Deliver More Transparent and Predictable Business Outcomes, Salesforce Blog: Manufacturing Cloud

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NEW QUESTION: 47

Universal Chemicals (UC) is selling liquid chemicals to Its Business to Business (B2B) customers based on delivery contracts that are represented as sales agreements in Manufacturing Cloud. UC's chemicals are shipped in various tank sizes. UC has requested to show the agreed and delivered volume on each schedule and in the actual figures so that the forecast can be made on the agreed, ordered, and delivered volume of liquids.

What should a Manufacturing Cloud consultant recommend to meet this requirement?

- A.** Create custom fields to store the volume, create a Metric Mapping, and then add the metric to the Agreement Terms.
- B.** Create custom fields for volume and total volume, and a before save flow to calculate the total volume. Add a Metric Mapping to display the metrics on the sales agreements.
- C.** Create a custom field to store the volume and a formula field to multiply the volume by the quantity to show the total volume. Add the metric to the Agreement Terms to display the metrics on the sales agreements.

Answer: A (LEAVE A REPLY)

To accommodate Universal Chemicals' requirement to show agreed and delivered volume on each schedule and in actual figures for their liquid chemicals, a Manufacturing Cloud consultant should recommend creating custom fields for volume and total volume on the sales agreement objects. Additionally, a before save flow can be used to calculate the total volume based on these fields. Metric Mapping can then be utilized to display these metrics on the

sales agreements, allowing for a comprehensive view of agreed, ordered, and delivered volumes, which is essential for accurate forecasting and management of liquid chemicals in various tank sizes

NEW QUESTION: 48

A user wants to export Account Based Forecast data to use in their Demand Planning system. They want to use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. Which two actions will enable this process?

- A.** Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.
- B.** Creating a report using a custom report type.
- C.** Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.
- D.** Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.

Answer: ([SHOW ANSWER](#))

To export Account Based Forecast data, the user needs to add the fields that capture the forecasting quantity data, including any sales team adjustments. The 'Adjusted Forecast Quantity' field shows the forecast quantity after applying the adjustment percentage for each account product forecast. The 'Total Adjusted Forecasted Quantity' field shows the sum of the adjusted forecast quantity for all the account product forecasts in the same account forecast¹. These fields are available in the standard report type of 'Account Forecasts with Product Period Forecast', so there is no need to create a custom report type. References: What Is Manufacturing Cloud?, Create Holistic Forecasts with Advanced Account Forecasting

NEW QUESTION: 49

If the team member hierarchy type is changed in account manager targets, which statement is accurate?

- A.** No change to existing targets
- B.** All the existing targets become read only
- C.** All the existing targets turn to draft status
- D.** All the existing targets have to be reapproved based on the new hierarchy

Answer: **B** ([LEAVE A REPLY](#))

Account manager targets are long-term goals that account managers set for themselves and their team members. They can be based on revenue, volume, margin, or any other metric that is relevant for the business.

The team member hierarchy type determines the users that account managers can assign targets to. It can be either the manager hierarchy or the forecasts hierarchy, which are defined in the Roles and Forecasts Hierarchy pages in Setup, respectively. If the team member

hierarchy type is changed in account manager targets, all the existing targets are made read-only, as a warning message indicates. This is to prevent any inconsistency or confusion in the target assignments and approvals. To edit the existing targets, account managers have to clone them and make the necessary changes. References: Choose Team Member Hierarchy for Account Manager Targets, Set Up and Configure Account Manager Targets, Set Up Targets for Account Managers Unit | Salesforce Trailhead, Assign an Account Manager Target

NEW QUESTION: 50

Universal Containers (UC) uses an Enterprise Resource Planning (ERP) system for order and inventory management. UC would like to give its sales teams the ability to view the order information related to an account without replicating the order information.

Which object type should a consultant use to access account order information?

- A.** A standard Order object
- B.** An external object
- C.** A custom object

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

A consultant should use an external object to access account order information from an ERP system. An external object is similar to a custom object, but the record data is stored outside the Salesforce organization.

By using external objects, the consultant can access the order data in real time via web service callouts, without replicating the data in Salesforce. This way, the sales teams can view the current state of the order information related to an account, without wasting storage and resources keeping data in sync¹. A standard Order object or a custom object would require copying the order data from the ERP system to the Salesforce organization, which is not the desired solution for UC. References: 1: External Objects²

NEW QUESTION: 51

The warranty claim adjudicators on Universal Containers' global warranty team need visibility to all the claim-related data on a single page. This includes information on whether the asset is covered under warranty and a detailed breakup in terms of replaced parts and labor costs.

Which of the following permission set licenses do the claims adjudicators need for this?

- A.** Warranty Lifecycle Management Psl and Claims Management Foundation
- B.** Industry Service Excellence and Warranty Lifecycle Management Psl
- C.** Service Console for Manufacturing and Warranty Lifecycle Management Psl

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

NEW QUESTION: 52

An organization does not have Account Forecasting Model set up. Based on the analysis it has done, the organization has agreed to set up Account Forecasting from 1 Jan 2024 for a period of 18 months. The current period is Feb 2024.

Which values will need to be set up for the start period?

- A. 18
- B. 2
- C. 18
- D. 2
- E. 1

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

The start period is the number of periods before or after the current period that the forecast generation starts from¹.

To generate forecasts from a future period, a positive start period offset is required².

Since the current period is Feb 2024 and the organization wants to start forecasting from Jan 2024, the start period offset is 2 (Jan 2024 is two periods before Feb 2024).

The other options are incorrect because they do not match the desired start period for the organization.

Configure Account Forecasts - Salesforce

Considerations for Advanced Account Forecasting - Salesforce

NEW QUESTION: 53

What is a key first step for Manufacturing Cloud implementation?

- A. Configure forecast regeneration settings.
- B. Enable Manufacturing Cloud features in Setup.
- C. Enable Manufacturing Cloud permissions for users.

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

The first step for Manufacturing Cloud implementation is to enable Manufacturing Cloud features in Setup.

This step allows you to access the Manufacturing Cloud objects, fields, tabs, and components in your org.

You can enable Manufacturing Cloud features for Sales, Service, or both, depending on your business needs. To enable Manufacturing Cloud features, you need to have the Customize Application permission and the Manufacturing Cloud license assigned to you¹. References: Enable Manufacturing Cloud Features

NEW QUESTION: 54

Which insights does a user get from Order Forecasting for Manufacturing CRMA app?

- A. Forecasted value, range of forecasts, and accuracy
- B. Forecasted value only for the specified time period
- C. Forecasted value only for the next 3 months

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

NEW QUESTION: 55

The warranty claim adjudicators on the global warranty team at Universal Containers noticed that the Claims page in the Warranty Lifecycle Management app is not showing when the warranty for the asset ends.

What should the consultant recommend the warranty team do as part of claims processing?

- A.** Register the asset by creating the Asset record and Asset Warranty Terms record for the asset.
- B.** Register the asset by creating the Asset record and Warranty Term Coverages record for the asset.
- C.** Register the asset by creating the Asset record and Product Warranty Terms record for the asset

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

To address the issue of the Claims page not showing when the warranty for the asset ends, the consultant should recommend registering the asset by creating the Asset record and the Asset Warranty Terms record.

This ensures that all relevant warranty information, including the end date, is captured and displayed as part of the claims processing workflow, thus providing warranty claim adjudicators with the complete data needed for effective claims management.

NEW QUESTION: 56

A consultant has completed an implementation and needs to import order data into Manufacturing Cloud.

Which steps must the consultant follow to import all of the relevant data?

- A.** Provide the client with a data template file reflecting the data mapping and identify related records (that is. accounts, sales agreements). Disable irrelevant automations /rules.
- B.** Request an extract of the data from the legacy system and import as-is without transformation. Disable irrelevant automations/rules.
- C.** Provide the client with a data template file limited to required fields and identify required related records (that is. accounts, sales agreements). Disable irrelevant automations/rules.

Answer: ([SHOW ANSWER](#))

The correct approach for importing order data into Manufacturing Cloud involves providing the client with a comprehensive data template file that reflects the data mapping, including the identification of related records such as accounts and sales agreements. It is also crucial to disable any irrelevant automations or rules that might interfere with the data import process. This ensures a smooth transition and accurate reflection of order data within the Manufacturing Cloud environment

NEW QUESTION: 57

An administrator has completed the data migration from a client's legacy system to Manufacturing Cloud. The client wants to ensure all Advanced Account Forecast calculations are correct and the data has been properly migrated.

How should the administrator reassure the client that data has been accurately calculated?

- A.** Use Data Loader to generate a .csv file and manually compare it to import files.
- B.** Launch the calculations of the Advanced Account Forecast and compare the values with the legacy system.
- C.** Request the users to verify the Advanced Account Forecast values of their accounts.

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

The best way to reassure the client that the data has been accurately calculated is to launch the calculations of the Advanced Account Forecast and compare the values with the legacy system. This will ensure that the forecast metrics, such as planned revenue, actual revenue, forecast quantity, and forecast revenue, are consistent and correct. The administrator can use the Data Processing Engine templates to configure the calculations and run them manually or on a schedule¹. The administrator can also view the forecast results in the Accounts Health dashboard or the Account Forecast tab². Using Data Loader to generate a .csv file and manually compare it to import files is not a reliable method, as it may introduce errors or inconsistencies in the data format or values. Requesting the users to verify the Advanced Account Forecast values of their accounts is not a feasible method, as it may be time-consuming, impractical, or inaccurate, depending on the number and complexity of the accounts. References: Learn How Forecast Data Is Created, View and Adjust Forecasts

NEW QUESTION: 58

The Salesforce administrator at a small manufacturer of fasteners for the automobile industry is configuring Manufacturing Cloud. The sales operations manager wants accurate data so they can compare projected parts sales to actual orders. The manufacturer currently manages orders and contracts in an external system (SAP).

Which actuals calculation option should the administrator select to achieve the manager's request?

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

Answer: ([SHOW ANSWER](#)**)**

For a manufacturer managing orders and contracts in an external system like SAP, the administrator should select the option to manually use API upload. This allows for the bulk upload of updated quantities at regular intervals through integration, which the Salesforce org picks up during a daily scheduled job to update sales agreements .

NEW QUESTION: 59

When Using the Time Period filter on a sales agreement record page, Which options are available?

- A.** Range
- B.** Set Periods
- C.** Custom
- D.** Current Period

E. Fiscal Year

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

The Time Period filter on a sales agreement record page allows you to view the sales agreement terms and schedules for different time periods. You can choose from three options: Range, Set Periods, and Current Period. Range lets you specify a start and end date for the filter. Set Periods lets you select up to eight periods from a list of predefined periods, such as quarters, months, or weeks. Current Period shows the current period based on the sales agreement's period type and start date. Custom and Fiscal Year are not available options for the Time Period filter. References: = Filter Sales Agreement Schedules by Time Period, Filter Sales Agreement Terms by Products or Categories

NEW QUESTION: 60

What would prohibit an administrator from creating and sharing the Advanced Account Forecasting Analytics for Manufacturing app?

- A. Sales Agreements is not enabled.
- B. Orders are not enabled.
- C. Account Forecasting is not enabled.

Answer: C (LEAVE A REPLY)

Account Forecasting is a prerequisite feature for using the Advanced Account Forecasting Analytics for Manufacturing app. This app allows users to create holistic forecasts across multiple dimensions and horizons, and analyze their forecast data using dashboards. To enable Account Forecasting, users need to have the Manufacturing Cloud permission set license and the Manufacturing Cloud permission set assigned to them.

The other options are not relevant for this requirement. Sales Agreements and Orders are not required for creating and sharing the app, although they can be used as data sources for the forecasts. References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Users and Permissions for Manufacturing Cloud, Use Advanced Account Forecasting Analytics for Manufacturing

NEW QUESTION: 61

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

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

Answer: (SHOW ANSWER)

To set up Tableau CRM for Manufacturing, an Admin needs to have the Manufacturing Einstein Admin permission set and the Manufacturing Analytics Admin permission set. The Manufacturing Einstein Admin permission set grants access to the Manufacturing Einstein features, such as Account Forecasting and Account Manager Targets. The Manufacturing

Analytics Admin permission set grants access to the Manufacturing Analytics app and its dashboards, such as Sales Agreement Performance and Account Health¹. The other permission sets are not specific to Manufacturing Cloud and do not provide the necessary access to set up Tableau CRM for Manufacturing. References: 1: Set Up Users and Permissions for Manufacturing Cloud²

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NEW QUESTION: 62

A customer is concerned about whether data for accounts, contacts, and products should be managed in Salesforce exclusively.

What should a consultant recommend?

- A.** The ERP is the source of truth for accounts, contacts, and products. Salesforce will consume the data as read-only.
- B.** Accounts, contacts, and products are in Salesforce; the lifecycle of these are codependent with other systems like Enterprise Resource Planning (ERP) and Product Lifecycle Management (PLM).
- C.** Salesforce is the source of truth for accounts, contacts, and products and is exclusively mastered there.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 63

An administrator of an organization would like to configure out of the box available dashboards in Manufacturing Cloud:

- ☐ Target Attainment
- ☐ Tear Performance
- ☐ Manufacturing Home Page
- ☐ Key Account Manager Home

Which role of the organization are all of these dashboards fully suited to?

- A.** Security Personnel
- B.** Account Manager
- C.** Head of Sales

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

NEW QUESTION: 64

Which Manufacturing Intelligence dashboard should a consultant use to identify products that could upsell and cross-sell across all accounts for the next quarter?

- A. Whitespace Analysis
- B. Pricing Insights
- C. Team Targets

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

NEW QUESTION: 65

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%.

Where should the Account owner add the additional 5%?

- A. Update the Account Forecast to 10%.
- B. Set 5% value in Account Growth.
- C. Update the Market Growth to 10%.

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

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities. The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of 10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast. Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION: 66

Which three permission set are available with Manufacturing Cloud?

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

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

NEW QUESTION: 67

During the discovery phase, sales leadership at Universal Containers says that their run rate business is hard to forecast because their customer constantly orders more or fewer engine control units than contractually agreed upon. Which Manufacturing Cloud capability should a consultant recommend for managers to discuss these variances with sales reps and for sales reps to monitor their customers?

- A.** Set up the CRM Analytics template app and leverage embedded dashboards for forecast deviation on the Account page.
- B.** Leverage a Data Processing Engine (DPE) job to calculate the forecast deviation.
- C.** Use a formula field on the Sales Agreement Product Schedule object to calculate the forecast deviation.

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

NEW QUESTION: 68

What is required before the analytics for manufacturing App can be created?

- A.** Refresh sales agreements to be analyzed
- B.** At least dashboard must exist in each of the manufacturing cloud objects to be analyzed
- C.** Refresh forecasts to be analyzed
- D.** At least one record must exist in each of the Manufacturing cloud objects to be analyzed

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

Before you create the analytics for manufacturing App, you need to ensure that your data meets some specific requirements. One of these requirements is that at least one record must exist in each of the Manufacturing cloud objects to be analyzed, such as sales agreements, account forecasts, account manager targets, and rebates. Otherwise, the data fails the CRM Analytics check and you see an error message. Having records in these objects ensures that the app can import and display relevant data for your business¹. References: Data Required to Create the Analytics for Manufacturing App

NEW QUESTION: 69

When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

- A.** Only approved sales agreements in the Salesforce org will be considered.
- B.** All sales agreements within the generation period will be considered.
- C.** No sales agreements will be considered.
- D.** All active and expired sales agreements will be considered.
- E.** Only sales agreements with approved adjustments in the Salesforce org will be considered.

Answer: ([SHOW ANSWER](#)**)**

if Sales Agreement List View is not selected in the Account Forecast Calculation Settings, no sales agreements will be considered when calculating the sales agreement metric values of account forecasts. This means that the account forecasts will only reflect the opportunity metric values, and not the sales agreement metric values. To include the sales agreement metric values in the account forecasts, you need to select a sales agreement list view that

defines which sales agreements to use for the calculations. References: 1: Configure Account Forecast Calculation Settings - Salesforce

NEW QUESTION: 70

Universal Containers (UC) has been in the manufacturing industry for many years. The industry has become much more volatile over the years. UC is looking to implement Manufacturing Cloud to manage this volatility.

Which specific business challenge does the implementation of Manufacturing Cloud tackle?

- A. Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders
- B. Connecting stakeholders and assets for real-time collaboration in the field
- C. Connecting to potential buyers and predicting the likelihood of a sale

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

Manufacturing Cloud is a solution that enables manufacturers to align their sales and operations teams, improve account-based forecasting, and drive business outcomes. One of the main challenges that Manufacturing Cloud addresses is the volatility of the manufacturing industry, which makes it difficult to plan and execute production and distribution efficiently. By gaining visibility into the entire value chain, manufacturers can improve their forecast accuracy, collaborate with their stakeholders, and respond to changing customer needs and market conditions. References: What Is Manufacturing Cloud?, Inside Salesforce's New Trends in Manufacturing Report

NEW QUESTION: 71

When is an appropriate time to generate the detailed technical design document when implementing Manufacturing Cloud?

- A. The detailed technical design document is completed after the business requirement document has been generated.
- B. The detailed technical design document should be ready before engaging the business users to gather requirements.
- C. The detailed technical design document should be completed after an organization goes live with Manufacturing Cloud.

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

The detailed technical design document is a document that describes the technical specifications and architecture of a solution. It is based on the functional and nonfunctional requirements that are captured in the business requirement document¹. Therefore, the detailed technical design document should be completed after the business requirement document has been generated, and before the development and testing phases of the project. This ensures that the technical design aligns with the business needs and expectations, and provides a clear roadmap for the implementation team². References: 1: Get Started with the Technical Project Documentation³, 2: Documentation and Implementation Diagrams¹

NEW QUESTION: 72

Universal Containers (UC) currently uses Sales Agreements to track its annual plans with customers but is working with a consultant to set up Advanced Account Forecasting.

UC stores shipped/invoiced order data in a child-custom object related to the standard Order object. UC has two primary requirements:

- 1) To see its forecast by Product Code and Product Category
 - 2) To see actual order data broken out into three metrics: Quantity Ordered but still Open, Quantity Ordered but Shipped, and Quantity Invoiced
- How should a consultant set up Advanced Account Forecasting to fulfill these requirements successfully?

A. On the Forecast Fact - Configure two new custom dimension fields (product code and product category) and three new custom metric fields (ordered quantity, shipped quantity, and invoiced quantity). Modify the OOTB DPE templates to incorporate the new dimensions and aggregate the data according to the new metrics.

B. On the Forecast Fact - Configure two custom dimension fields (product code and product category) and two new custom metric fields (shipped quantity and invoiced quantity). Modify the Out of the Box (OOTB) Data Processing Engine (DPE) templates to incorporate the new dimensions; the new metric aggregation will be automatic.

C. On the Forecast Fact - Configure three new custom metric fields (ordered quantity, shipped quantity, and invoiced quantity). Modify the OOTB DPE templates to aggregate just the new metrics; the new dimension will be automatically incorporated from the product.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 73

A consultant implementing Manufacturing Cloud wants to see the actual orders in sales agreements. How should the consultant automate this process?

A. By selecting one of the options in the Actuals Calculation section on the Sales Agreement Setup page

B. By importing the quantities using an API on a daily scheduled Job

C. By manually updating the quantities for every schedule when a sales agreement is active

Answer: ([SHOW ANSWER](#))

To automate the process of showing actual orders in sales agreements, the consultant should navigate to the Sales Agreement Setup page and select an option from the Actuals Calculation section. This setup allows for the automatic calculation and display of actual quantities for each schedule when a sales agreement is active, thereby streamlining the process and ensuring the accuracy of data presented in sales agreements .

NEW QUESTION: 74

The service agents at Universal Containers reported that it takes too long to find information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims.

What should the consultant recommend to make the support process easier?

A. Create a custom Case Lightning record page.

B. Enable the Service Console app.

C. Enable the Service Console for Manufacturing app.

Answer: C (LEAVE A REPLY)

The Service Console for Manufacturing app is a prebuilt app that provides a unified console for customer service representatives (CSRs) to view and manage information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims¹.

The app also provides features such as a timeline of interactions, contextual alerts, relevant actions, and knowledge articles to help CSRs resolve customer issues and provide proactive service¹.

The app is designed specifically for the manufacturing industry and integrates with other Manufacturing Cloud features such as Sales Agreements and Account Forecasting².

The other options are incorrect because they do not provide the same level of functionality and integration as the Service Console for Manufacturing app. Option A would only customize the layout of the Case object, but not the other related objects. Option B would enable the generic Service Console app, which does not have the manufacturing-specific components and data sources.

Service Console for Manufacturing - Salesforce

Get Started with Manufacturing Cloud for Service - Salesforce

NEW QUESTION: 75

When loading data into Salesforce Manufacturing Cloud, following a specific order of operations is crucial to ensure data integrity and avoid errors.

Which option represents the correct order of operations for loading data into Manufacturing Cloud?

A. Load Products, Accounts, and Contacts first, followed by Orders and, finally, Sales Agreements.

B. Load Accounts, Sales Agreements, and Orders first followed by Contacts and, finally, Products.

C. Load Accounts, Contacts, and Products first, followed by Sales Agreements and, finally, Orders.

Answer: C (LEAVE A REPLY)

To load data into Manufacturing Cloud, you need to follow a specific order of operations to ensure data integrity and avoid errors¹.

The order of operations is based on the dependencies and relationships between the objects in Manufacturing Cloud¹.

The recommended order of operations is as follows¹:

Load Accounts, Contacts, and Products first, as they are the base objects that other objects depend on.

Load Sales Agreements next, as they reference Accounts, Contacts, and Products, and are used to track run- rate or long-term negotiated business.

Load Orders last, as they reference Sales Agreements, Accounts, Contacts, and Products, and are used to track actual business transactions.

The other options are incorrect because they do not follow the recommended order of operations and may cause data integrity issues or errors.

Load Data into Manufacturing Cloud - Salesforce

NEW QUESTION: 76

Universal Containers (UC) has created flows for its Manufacturing Cloud processes. UC is looking to make additional improvements, as all actions within its flows are currently custom-built.

What are some of the default automation actions that Manufacturing Cloud provides for flows and process builders?

- A. Update Account Manager Target Values, Refresh Actuals Calculations, Calculate Advanced Account Forecasts
- B. Calculate Advanced Account Forecasts, Recalculate Forecasts Actions, Recalculate Account Manager Targets
- C. Recalculate Forecasts Actions, Update Account Manager Target Values, Send Forecast Summary Actions

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

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NEW QUESTION: 77

An administrator has performed the data migration of sales agreements. The client would like to ensure that data wasn't lost in the process. How should the administrator test the data consistency across the legacy system and Salesforce?

- A. Create custom reports to aggregate the sales agreements' values and compare with the legacy system.
- B. Use Data Loader to generate a .csv file and manually compare it to import files.
- C. Verify the migration file and compare randomly selected lines with the legacy system.

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

To ensure data consistency following the migration of sales agreements, the administrator should verify the migration file and compare randomly selected lines with the legacy system. This method allows for a focused and manageable approach to validating the accuracy of the migrated data, ensuring that no data was lost or incorrectly migrated during the process. It's a practical approach that balances thoroughness with efficiency, particularly when dealing with large datasets.

NEW QUESTION: 78

When list views are selected for account forecasts, which two permissions options may be based on the list view so the Account managers can generate forecasts?

- A. All users can see the list views
- B. Share list view with group of users
- C. Share list view with account owners
- D. All users above hierarchy can see this list views

Answer: ([SHOW ANSWER](#))

To ensure key account managers can generate forecasts using list views for account forecasts, it's crucial that either "All users can see this list view" or "Share list view with groups of users" is selected for the list views.

This setting allows for the appropriate visibility and access required for generating accurate and comprehensive forecasts. This is essential for maintaining the integrity and effectiveness of the forecasting process within Salesforce Manufacturing Cloud .

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