ATMIC NETWORKS
YOUR GUIDE TO GLOBAL CERTIFIATION

**"Please note that these files may not be up to date. However, the questions will help you understand the exam format and typical question patterns."**

**www.atmicnetworks .com**

Warning: Keep connected with our support team for latest updates

## Question: 1

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 forecsats?

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: AB**

Explanation:
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 .

## Question: 2

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**

Explanation:
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. Reference: 1: Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects

## Question: 3

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

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

**Answer: D**

Explanation:
One of the methods to calculate Actuals for sales agreements is to automatically derive them from direct orders. A direct order is an order that is created from the related list of a sales agreement record. A daily automated process calculates the product quantity fulfilled in each activated order, and then updates that quantity in the sales agreement. This method allows you to track the actual performance of your sales agreements based on the orders placed by your customers or partners. You can also use other methods to calculate Actuals, such as importing quantities from external sources, or using orders associated with contracts.
Reference: Create Orders to Calculate Sales Agreement Actuals, How Are Sales Agreement Actuals Calculated?

## Question: 4

Which object is required to create a Sales agreement?

A. Account
B. B)
C. Contract
D. Order
E. Quote

**Answer: A**

Explanation:
A sales agreement is a long-term agreement between a buyer and a seller to negotiate price and volume of products. To create a sales agreement in Salesforce Manufacturing Cloud, you need to have an account object that represents the buyer. The account object stores the information about the customer, such as name, address, contact, industry, and so on. You can also associate a contact object with the account to specify the person who is responsible for the sales agreement. Other

objects that are related to the sales agreement are sales agreement product, sales agreement product schedule, sales agreement line item, and sales agreement forecast. Reference: SalesAgreement | Manufacturing Cloud Developer Guide | Salesforce Developers, Sales Agreements and Forecasting in Manufacturing Cloud | Salesforce Module, Convert Opportunity to Sales Agreements in Salesforce Manufacturing Cloud

## Question: 5

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**

Explanation:
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. Reference: = Filter Sales Agreement Schedules by Time Period, Filter Sales Agreement Terms by Products or Categories

## Question: 6

What is the maximum number of products a sales agreement can have?

A. 1500
B. 500
C. 100
D. 1000

**Answer: A**

Explanation:
: A sales agreement is a record that captures the terms and conditions of a long-term or run-rate business relationship between a manufacturer and a customer. It can include products, product categories, prices, volumes, schedules, and other details. A sales agreement can have a maximum of 1500 products or product categories and 72 schedules. Contact Salesforce support if you want to increase the limits. Note that having a large number of product or product categories and schedules can affect system performance1. Reference: Considerations for Working with Manufacturing

## Question: 7

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**

Explanation:
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 .

## Question: 8

After selecting the manufacturing template in the community creation wizard, which tool can be used to customize in the site?

A. Template Builder
B. Experience Builder
C. Site Builder
D. Partner Builder
E. Process Builder

**Answer: B**

Explanation:
Experience Builder is the tool that can be used to customize the site after selecting the manufacturing template in the community creation wizard. Experience Builder is a point-and-click tool that lets you create pixel-perfect, responsive, and dynamic digital experiences for your customers, partners, and employees. You can use Experience Builder to customize the layout, branding, navigation, components, pages, and permissions of your site. You can also preview and publish your changes, and monitor the performance and usage of your site. Reference: Create the Manufacturing Partner Template and Add Partner Users - Salesforce, Create an LWR Site in Experience Cloud - Salesforce Developers, Experience Builder - Salesforce Help

## Question: 9

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 >= Jan1 and <= Jan31

**Answer: D**

Explanation:
The admin at badger power can set up an eligibility criteria for this rebate type with activity Date >= Jan1 and <= 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.
Reference: Eligible and Applied Rebate Types on a Transactional Object, Common Rebate Types

## Question: 10

If an organization would like to apply a rebate program to more than one account, which course of action should be taken to accomplish this requirement?

A. Create a new rebate program for each account
B. Add each account to the rebate benefits related list to the rebate program
C. Add each account to the members related list on the rebate program

**Answer: C**

Explanation:
: According to the Salesforce Manufacturing Cloud documentation, to apply a rebate program to more than one account, you need to add each account to the members related list on the rebate program. This way, you can enroll multiple accounts as members of the same rebate program and track their transactions and payouts. You can add one account at a time, or use an existing Accounts list view to enroll multiple members. You can also enroll an account in multiple rebate programs if needed1. Reference: 1: Enroll Members to a Rebate Program

## Question: 11

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

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

**Answer: A, C**

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

## Question: 12

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**

Explanation:
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. Reference: 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

## Question: 13

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

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

**Answer: A**

Explanation:
The time series projection feature in Tableau CRM for manufacturing is designed to track product growth trends. This functionality utilizes statistical order forecasting predictions generated using time series forecasting models, which include order quantity values and order revenue values with a specified confidence level. By focusing on product growth trends, this feature enables manufacturers to analyze and predict future product performance, facilitating informed decision-making and strategic planning .

## Question: 14

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**

Explanation:
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. Reference: Data Required to Create the Analytics for Manufacturing App

## Question: 15

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**

Explanation:
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 .

## Question: 16

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

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

**Answer: A, D**

Explanation:
To access the Rebate analytics functionality in Tableau CRM for Manufacturing, you need two licenses:

Manufacturing Analytics Plus and Rebates Management Add on. Manufacturing Analytics Plus is a license that enables you to use the Analytics for Manufacturing app, which provides out-of- the-box dashboards and reports for sales agreements, forecasts, targets, and rebates. Rebates Management Add on is a license that enables you to use the Rebate Management feature, which allows you to create and manage custom rebate programs, automate payouts, and review processes. Together, these licenses allow you to perform what-if analysis, monitor program performance, and collaborate with channel partners using Tableau CRM for Manufacturing. Reference: Rebate Management - Salesforce Help, Salesforce Manufacturing Cloud Rebates What-If | Tableau Exchange, Streamline Channel Sales with an Intelligent Rebate Strategy - Salesforce

## Question: 17

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

**Answer: ABC**

Explanation:

On the Forecast settings page within Salesforce Manufacturing Cloud, actions such as updating the forecast start period, forecast adjustment period, and forecast formula will trigger the regeneration of all the eligible accounts that meet the forecast generation criteria. These updates necessitate a reevaluation of forecast data to ensure that the forecasts remain accurate and reflective of the latest

business conditions and settings. This regeneration process is integral to maintaining the integrity and relevance of forecast data, facilitating effective planning and decision-making based on the most current information .

## Question: 18

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**

Explanation:
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. Reference: 1: Set Up the CRM Analytics App for Manufacturing Cloud
Learn more
1developer.salesforce.com2trailhead.salesforce.com

## Question: 19

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

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

**Answer: A, D**

Explanation:
You can use apex triggers to populate a custom metric on the forecast grid. A custom metric is a field that you can add to the Account Product Forecast (APF) or Account Product Period Forecast (APPF) objects to display additional information on the forecast grid. For example, you can create a custom metric to show the profit margin or the cost of goods sold for each product. To populate a custom metric, you need to write an apex trigger on the APF or APPF object that calculates the value of the

custom metric based on the data in the record. You can use the standard or custom fields in the APF or APPF object as inputs for the calculation. For example, you can use the Planned Quantity, Planned Revenue, and Product Cost fields to calculate the profit margin. You can also use the fields from the related objects, such as the Account, Product, or Sales Agreement, by using the relationship queries. For example, you can use the Account Name or the Sales Agreement Status fields to filter the records for the calculation. After writing the apex trigger, you need to deploy it to your org and activate it. Then, you can add the custom metric field to the forecast grid layout and see the values populated on the grid. Reference: Create Custom Metrics for Account Forecasts, Apex Developer
Guide, Relationship Queries

## Question: 20

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

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

**Answer: B, E**

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

## Question: 21

A new custom field is created on the Account Product Forecast (APF) Table. Account Managers have already been assigned the standard Manufacturing Account Forecast permission set.
Which two actions can be taken to give the Account Managers 'Read" access to this new field?

A. Clone the standard permission set Manufacturing Account Forecast to a new permission set with license type Manufacturing Forecast Psl. Grant Read access to the field on the new permission set. Assign the cloned permission set to the Account Managers.

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

**Answer: A, C**

Explanation:
= These two actions can be taken to give the Account Managers ‘Read’ access to the new custom field on the APF Table. The first action involves cloning the existing permission set that already grants access to the APF Table and its standard fields, and then modifying the cloned permission set to include the new custom field. The second action involves editing the existing permission set directly to add the new custom field. Both actions require the same license type, which is Manufacturing Forecast Psl, to access the APF Table. The other two actions are not valid because they use a different license type, which is Salesforce, that does not support the APF Table. Reference: = Assign the Permission Set for Advanced Account Forecast Product Category, Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects, Permission Sets and Licenses for Manufacturing Cloud

## Question: 22

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 if 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**

Explanation:
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. Reference: Choose How Sales Agreement Actuals Are Calculated, Create Orders to Calculate Sales Agreement Actuals

## Question: 23

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

**Answer: C**

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

## Question: 24

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: AB**

Explanation:
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. Reference: Clone a Sales Agreement, Sales Agreement Cloning

## Question: 25

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

A. Replace with
B. Decrease by
C. Update with
D. Multiple by
E. Increase by

**Answer: A, B, E**

Explanation:
When using the mass update multiple values of a single metric of a sales agreement terms tab, the three actions that are available are: replace with, decrease by, and increase by. These actions allow the user to update the values of a metric across multiple periods and products in a sales agreement. For example, the user can replace the forecasted quantity of a product with a new value, or increase the discount percentage of a product by a certain amount. The other options, update with and multiply by, are not valid actions for mass update. Reference: Mass Update Account Forecast Action, Update Multiple Values in Advanced Account Forecasts

## Question: 26

At universal containers some Manufacturing cloud users have 'Delete sales agreement' profile permission. Which two statements are correct about that permission and the entitled users ability to delete sales agreements?

A. Account owners will see the 'Delete' option on the sales agreements record header
B. Only sales agreements with no associated products can be deleted
C. Only these user will see the 'Delete' option on the sales agreement record header
D. Only non-active sales agreements can be deleted
E. Sales agreements with any status can be deleted

**Answer: CE**

Explanation:
According to the Salesforce Manufacturing Cloud documentation, the 'Delete sales agreement' profile permission allows users to delete an active, approved, canceled, or expired sales agreement. However, they can only delete a sales agreement if it doesn't have any active orders associated with it. Only users with this permission will see the 'Delete' option on the sales agreement record header. Account owners or other users without this permission will not see the 'Delete' option. The status of the sales agreement does not affect the ability to delete it, as long as there are no active orders1. Reference: 1: Delete a Sales Agreement - Salesforce

## Question: 27

Which two statements are true, if an org hits the account product period forecast record limit

A. New Products cannot be added to account forecasts
B. New products are not added when recalculating a single account forecast or recalculating all account forecasts
C. New products added to account forecasts will not be included in recalculations
D. The add products option will no longer appear on the agreement terms tab

**Answer: AD**

Explanation:
: If an org hits the account product period forecast record limit, it means that the org has reached the maximum number of records allowed for the Account Product Period Forecast object, which is 9 million1. This limit affects the functionality of account forecasting in the following ways:
New products are not added when recalculating a single account forecast or recalculating all account forecasts. This means that if a new product is added to a sales agreement or a contract after the limit is reached, it will not be reflected in the account forecast, even if the forecast is recalculated manually or automatically. The only way to add new products to the account forecast is to delete some existing records from the Account Product Period Forecast object to free up some space2. The add products option will no longer appear on the agreement terms tab. This means that users will not be able to add new products to an existing sales agreement or a contract from the agreement terms tab. The only way to add new products to an agreement is to create a new agreement with the new products, or to edit the agreement in the related list of the account forecast2.
Reference: View the Defined Limits, Percentage of Limit Used, and Usage Details for Account Forecasts, Define Account Forecast Settings Unit | Salesforce Trailhead

## Question: 28

Which two out-of-the-box Manufacturing Actions can be performed in Process Builder and Flow Builder?

A. Clone Sales Agreement
B. Mass Archive Sales Agreement
C. Mass Update Account Forecast
D. Clone Account Forecast
E. Mass Update Sales Agreement

**Answer: C, E**

Explanation:
Manufacturing Actions are custom actions that are available in Process Builder and Flow Builder to automate common tasks related to Manufacturing Cloud objects. Out of the box, there are two Manufacturing Actions that can be performed in Process Builder and Flow Builder: Mass Update Account Forecast and Mass Update Sales Agreement. Mass Update Account Forecast allows you to update multiple account forecasts at once based on a filter criteria. Mass Update Sales Agreement allows you to update multiple sales agreements at once based on a filter criteria. These actions can
help you save time and ensure data accuracy by applying bulk changes to your account forecasts and sales agreements. Reference: Manufacturing Actions | Manufacturing Cloud Developer Guide | Salesforce Developers, Salesforce Manufacturing Cloud Professional Dumps Updated - Dumpsbase, Salesforce Manufacturing-Cloud-Professional Exam Dumps - DumpsMate

## Question: 29

What out-of-the-box Manufacturing Cloud function can be used to notify users if automated processes fail?

A. Automated Processes Status report
B. Automated Processes Notifications
C. Email Notifications
D. Manufacturing Cloud Home Page Notifications related

**Answer: C**

Explanation:
Email notifications are an out-of-the-box Manufacturing Cloud function that can be used to notify users if automated processes fail. Automated processes are workflows, processes, or Apex triggers that update records based on certain criteria or events. If an automated process fails, Salesforce sends an email to either the admin who last modified the associated flow or the Apex exception email recipients. The email includes the data that's involved in the process or flow, including user- entered data, and the error message that caused the failure. You can configure the email recipients and the email content in the Process Automation Settings page in Setup. Reference: = Select Flow and Process Error Email Recipients, Troubleshoot Flow Errors

## Question: 30

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**

Explanation:
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. Reference: Engage with Your Partners, Re-Imagining Partner Relationships with Manufacturing Cloud, Manufacturing Cloud

## Question: 31

Manufacturing Cloud supports which two types of Experience Clouds?

A. Customer
B. Partner
C. External Apps (+)
D. Internal
E. Employee

**Answer: A, B**

Explanation:
Manufacturing Cloud supports two types of Experience Clouds: Customer and Partner. Experience Cloud is a digital experience platform that enables you to create secure websites, portals, and apps with connected data. Customer Experience Cloud allows you to build self-service portals, help centers, and storefronts for your customers, where they can access their account information, order products, manage cases, and more. Partner Experience Cloud allows you to build partner portals, channel management solutions, and microsites for your partners, where they can collaborate with you, manage leads and opportunities, access marketing campaigns, and more. Manufacturing Cloud also provides a standard Manufacturing Experience Cloud Template that includes two key functionalities: Sales Agreements and Account Based Forecasts. Reference: Experience Cloud | Salesforce DXP, What Is Experience Cloud?, Manufacturing Experience Cloud Template.

## Question: 32

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. Account Based Forecasting

B. Opportunity Funnel
C. Sales Agreements
D. Collaborative Forecast
E. Product Forecast

**Answer: A, C**

Explanation:
Account Based Forecasting and Sales Agreements are two Manufacturing Cloud functions that should

be configured to have a complete picture of both run-rate and net-new business. Account Based Forecasting allows you to forecast your sales revenue based on the account level, rather than the opportunity level. This gives you more visibility into the demand from your existing customers, as well as the potential from new customers. Sales Agreements allow you to manage the sales lifecycle of your long-term contracts with customers, including pricing, volumes, and order realization. This helps you to track and fulfill your run-rate business, as well as to identify and capture new business opportunities within your agreements. Reference: Forecast Your Run-Rate and New Business with Account-Based Forecasting - Salesforce Help, [Create and Work with Sales Agreements - Salesforce Help]

## Question: 33

Which two objects do not support triggers?

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

**Answer: A B**

Explanation:
According to the Salesforce Manufacturing Cloud documentation1, the Account Forecast Adjustments (AFA) and Account Forecast (AF) objects do not support triggers. These objects are used to store the manual adjustments and the rolling forecast records of a particular account, respectively. The other two objects, Account Product Period Forecast (APPF) and Account Product Forecast (APF), do support triggers. These objects are used to store the quantity and revenue information of a product in a particular time period and the cumulative values for a product across all periods, respectively. Reference: Manufacturing Cloud Standard Objects

## Question: 34

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: C**

Explanation:
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. Reference: 1: Configure Account Forecast Calculation Settings - Salesforce

## Question: 35

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**

Explanation:
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.
Reference: Assign the Manufacturing Permission Sets to Users, Set Up Users and Permissions for Manufacturing Cloud

## Question: 36

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: A**

Explanation:
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.
Reference: Rebate Management Standard Objects - Salesforce Developers, Deploy and Use Rebate Analytics - Salesforce, Salesforce Manufacturing Cloud Flashcards

## 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**

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

## Question: 38

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**

Explanation:
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. Reference: Protect and Grow Your Business Unit, Forecast Analysis Dashboard, How Forecasting Works in Tableau

## Question: 39

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**

Explanation:
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. Reference: Data Required to Create the Analytics for Manufacturing App, Set Up Analytics for Manufacturing, Deploy CRM Analytics for Manufacturing.

## Question: 40

The Financial Team ut Budger Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate nagemen 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**

Explanation:
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. Reference: [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

## Question: 41

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. Specified
B. Elapsed
C. Stepped
D. Aggregate

**Answer: C**

Explanation:
n: A stepped calculation method calculates a benefit structure based on the quantity of units sold within a specified range. For example, if you sell 150 units, and the first 100 units earn $0 per unit and the next 50 units earn $10 per unit, the total benefit is $500. This is different from the other calculation methods, which are:
Specified: Calculates a benefit structure based on a fixed amount or percentage for each unit sold.
Elapsed: Calculates a benefit structure based on the time elapsed since the start of the sales agreement.
Aggregate: Calculates a benefit structure based on the total quantity of units sold across all products in the sales agreement. Reference: What Is Manufacturing Cloud?, [Create a Benefit Structure for Sales Agreements]

## Question: 42

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: A**

Explanation:
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. Reference: Rebate Management, Create and Manage Rebate Programs, Rebate Management Workflow

## Question: 43

What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

A. Delete, add, clone and transform journal transactions.
B. Query, extract, filter and aggregate journal transactions
C. It includes custom metrics in the transaction journal
D. It applies the benefit structure and creates payouts

**Answer: B**

Explanation:
Data Processing Engine (DPE) is a feature of Rebate Management that allows you to transform data that is available in your Salesforce org and write back the transformation results as new or updated records. You can use DPE to process data for standard and custom objects. Rebate Management has DPE templates that you can clone and customize to suit your business needs. The templates either help you to aggregate transactions by different criteria, or help you to manage other rebate processes. The out-of-the-box DPE jobs in Rebate Management use the templates to query, extract, filter and aggregate journal transactions based on the eligibility criteria and calculation definitions of the rebate types. The aggregated data is then stored in the Rebate Member Product Aggregate object, which is used to calculate the payouts for the program members. Reference: Data Processing Engine in Rebate Management | Salesforce Trailhead Module, Data Processing Engine Templates with Rebate Management - Salesforce, Data Processing Engine | Rebate Management Developer Guide | Salesforce Developers, Data Processing Engine, Batch Management, and Invocable Actions | Rebate Management Developer Guide | Salesforce Developers

## Question: 44

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: CE**

Explanation:
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. Reference: Distribute Targets and Manage Invalid Targets Unit, Manage Invalid Team Assignments

## Question: 45

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**

Explanation:
: 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. Reference: Learn About Manufacturing Cloud and Explore, Filter Account Manager Targets with List Views

## Question: 46

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 ked manually to the order.
D. The Sales Agreement that was selected by custom logic will be linked to the order.

**Answer: D**

Explanation:
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. Reference: Sales Agreements and Forecasting in Manufacturing Cloud Set Up and Configure Sales Agreements

## Question: 47

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 Actuals Calculation option in the Sales Agreement Setup must be selected?

A. Automatically from direct orders.
B. Automatically from orders through contracts
C. Manually using Actual Orders API
D. Manually using API upload

**Answer: C**

Explanation:
you do not want to bring actual orders data into Salesforce, you can use the Actual Orders API to manually calculate the actual quantities for sales agreements. This option allows you to use external data sources to update the actuals in Salesforce without creating orders or contracts. You can also use the Actual Orders API to refresh the actuals calculations for sales agreements for current and future periods1. Reference: 1: Refresh Actuals Calculation Action | Manufacturing Cloud Developer Guide | Salesforce Developers2

## Question: 48

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**

Explanation:
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.
Reference: Sales Agreements and Forecasting in Manufacturing Cloud, Sales Agreement, Get Started with Manufacturing Cloud for Sales, Create and Work with Sales Agreements, Manufacturing Cloud

## Question: 49

In Tableau CRM for manufacturing which security predicate .....ManagerId

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

**Answer: E**

Explanation:
: A security predicate is a filter that restricts access to data based on user attributes. In Tableau CRM for manufacturing, you can use the Manager Hierarchy security predicate to limit data access based on the user's manager. For example, if you want to show only the sales agreements that belong to the user or their direct reports, you can use the Manager Hierarchy security predicate with the ManagerId field. This way, each user can see only the data that is relevant to them and their team. Reference: Add Row-Level Security with a Security Predicate, Developing and Managing Tableau CRM Assets in Production

## Question: 50

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

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

**Answer: A, B, C**

Explanation:
n: A sales agreement is a contract between a manufacturer and a customer that specifies the terms and conditions of a long-term sales relationship. A sales agreement consists of a sales agreement record and one or more sales agreement products. A sales agreement product is a line item that represents a product or a product category that the customer agrees to purchase over a period of time. A sales agreement product schedule is a subcomponent of a sales agreement product that defines the quantity and revenue expectations for each time period within the sales agreement term. To load data into sales agreements, you must follow the correct data load sequence to ensure data integrity and avoid errors. The data load sequence is as follows:

First, load the sales agreement records, which contain the basic information about the sales agreement, such as name, account, start date, end date, status, and so on.
Second, load the sales agreement products, which are related to the sales agreement records by the Sales Agreement ID field. Each sales agreement product must have a valid product or product category, name, initial planned quantity, and price book entry.
Third, load the sales agreement product schedules, which are related to the sales agreement products by the Sales Agreement Product ID field. Each sales agreement product schedule must have a valid period, quantity, and revenue. Reference: Sales Agreement, Sales Agreement Product, Sales Agreement Product Schedule, Data Load Sequence for Manufacturing Cloud

## Question: 51

Which two statements are true, if an org hits the account product period forecast record limit?

A. New Products cannot be added to account forecasts
B. New products are not added when recalculating a single account forecast or recalculating all account forecasts
C. New products added to account forecasts will not be included in recalculations
D. The add products option will no longer appear on the agreement terms tab

**Answer: AB**

Explanation:
The account product period forecast record limit is the maximum number of records that can be stored in the Account Product Period Forecast object, which represents the quantity and revenue information of products for a particular time period of the forecast rolling period1. The default limit is 9 million records, but it can be changed by the admin2. If the org hits the limit, new products

cannot be added to account forecasts, and new products are not added when recalculating a single account forecast or recalculating all account forecasts2. This means that the forecast data will not reflect the latest changes in the product portfolio and may affect the accuracy of the forecast. The add products option will still appear on the agreement terms tab, but it will not work if the limit is reached. New products added to account forecasts will be included in recalculations, as long as the limit is not exceeded. Reference: Considerations for Working with Manufacturing - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module, Advanced Account Forecasting with Manufacturing Cloud | Salesforce, AccountProductPeriodForecast | Manufacturing Cloud Developer Guide | Salesforce Developers

## Question: 52

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. Approved
B. Pending
C. Active
D. Draft

**Answer: D**

Explanation:
o add products to an order that is on an active sales agreement, the order must be in Draft status. Once an order is in Draft status, you can add products from the sales agreement or from the product catalog. You can also edit the order details, such as quantity, price, and discount. After you add the products, you can submit the order for approval. The order status changes to Pending, and the order is locked for editing. The order must be approved before it can be activated. Once the order is activated, the order status changes to Active, and the order is synced with the sales agreement. The order actuals are reflected in the sales agreement actuals. Reference: Approve and Activate a Sales Agreement, Get Started with Salesforce Order Management

## Question: 53

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, 101 to 200, 201 to 300, 301 to 400
B. 0 to 100, 100 to 200, 200 to 300, 300 to 400
C. Less than 100, Less than 200, Less than 300, Less than 400
D. Greater than 100, Less than 200, Less than 300, Less than 400

**Answer: A**

Explanation:
A rebate type benefit defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. The minimum and maximum range values specify the sales targets for each benefit tier. The range values must be continuous and non-overlapping, meaning that the minimum value of one tier must be equal to the maximum value of the previous tier, and there should be no gaps or overlaps between the tiers. Therefore, option A is the only valid sequence of minimum and maximum range values for a rebate type benefit. Reference: Rebate Management Workflow, Create and Manage Rebate Programs

## Question: 54

Universal container wants to enter a sales agreement for Widget A, Which three minimum data element

required on sales agreement

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

**Answer: C**

Explanation:
create a sales agreement, you need to specify the account, the price book, and the product(s) that are part of the agreement. The account is the customer that you have a contractual relationship with. The price book is the list of products and prices that you offer to the account. The product(s) are the items that you agree to sell to the account for a certain quantity, price, and time period. You can also add other optional data elements to the sales agreement, such as start date, end date, schedule frequency, schedule count, and terms and conditions1. Reference:
Create a Sales Agreement

## Question: 55

What is the purpose of defining the renewal days for sales agreement

A. Determines the beginning of the sales agreement
B. Determines the beginning of the renewal period
C. Determines the end of the sales agreement
D. Determines the end of the sales agreement

**Answer: B**

Explanation:
: The renewal days for sales agreement is a setting that defines the number of days before the end date of a sales agreement to mark the beginning of the renewal period. Users can renew a sales agreement only when the renewal period starts. This helps to plan ahead and negotiate better terms for the next sales agreement1. Reference: 1: Define Renewal Period for Sales Agreements | Salesforce Help2

## Question: 56

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: A**

Explanation:

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. Reference: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.com, Simplify Partner Engagement: A Guide for Manufacturers

## Question: 57

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

A. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type = Other, on the Account Manager object
B. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object
C. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object
D. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object

**Answer: C**

Explanation:
: The Account Manager Target object represents a target created by an account manager for a fiscal year, measure, and target value1. To measure the account managers on a CSAT target, the admin should add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object. This way, the account managers can create and assign targets for the CSAT measure to their direct reports2. The other options are incorrect because they either use the wrong object, field, or value for the CSAT target. Reference: Create and Assign Targets, Set Up

and Configure Account Manager Targets, Discuss Salesforce Manufacturing-Cloud-Professional Exam Topic 1 Question 19, Manufacturing Cloud Developer Guide

## Question: 58

When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

A. No action required, changes are reflected automatically
B. Update to Assignments
C. Refresh Assignments
D. Recalculate Assignments
E. Propagate to Assignments

**Answer: C**

Explanation:
Account Manager Targets is a feature in Manufacturing Cloud that allows businesses to set and track sales goals for their account managers based on product volume, revenue, or any other custom measure. Account managers can create, assign, and edit targets for their team members and monitor their performance against the targets. When a target is changed in Account Manager Targets, the change is not reflected immediately in the assignment values of the team members. To see the updated assignment values, you must perform the Refresh Assignments action on the Assignments tab of the target record. This action recalculates the assignment values based on the new target value and distributes the target among the team members according to the assignment rules. The other actions are not valid for Account Manager Targets. Reference: Account Manager Targets in Manufacturing Cloud, Learn About Account Manager Targets, Enable Account Manager
Targets, Assign an Account Manager Target

## Question: 59

Which three options can be defined by an Admin in the Setup area in Account Manager Targets?

A. Price Book
B. Target Measure Type
C. Team Member Hierarchy
D. Distribution Frequency
E. Default Currency

**Answer: B, C, D**

Explanation:
Account Manager Targets is a feature of Manufacturing Cloud that allows you to set up and manage sales goals and track performance for your account managers and their teams. To use this feature, you need to enable it in Setup and define some settings that affect how targets are created, assigned, and distributed. The three options that can be defined by an admin in the Setup area in Account Manager Targets are:

Target Measure Type: This is the unit of measurement for the targets, such as revenue, volume, or any custom measure. You can define up to three target measure types for your org and assign them to different target types. For example, you can have a target type for revenue and another one for volume, and use different target measure types for each one.
Team Member Hierarchy: This is the hierarchy that determines how targets are rolled up from individual account managers to their managers and so on. You can use the standard User Role hierarchy or a custom hierarchy based on a custom object. The hierarchy affects how targets are distributed, aggregated, and reported.
Distribution Frequency: This is the frequency at which targets are distributed from parent targets to child targets. You can choose from monthly, quarterly, or yearly distribution. The distribution frequency affects how targets are calculated and displayed for different time periods.
Reference: Account Manager Targets in Manufacturing Cloud | Salesforce Trailhead Module, Enable Account Manager Targets - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module

## Question: 60

Which three actions are available when using the Mass Update function to update multiple values of a single metric of a Sales Agreement in the Sales Agreement Terms tab?

A. Decrease By
B. Update With
C. Increase By
D. Replace With
E. Multiply By

**Answer: A, C, D**

Explanation:
The Mass Update function allows you to update multiple values of a single metric of a sales agreement in the Sales Agreement Terms tab. You can use this function to quickly adjust the planned quantity, revenue, or margin of multiple products and periods with a single action. The available actions are Decrease By, Increase By, and Replace With. These actions let you specify a percentage or an absolute value to decrease, increase, or replace the existing values. For example, you can use the Decrease By action to reduce the planned quantity of all products by 10% for the next quarter. You can also add a note to explain the reason for the mass update.
Reference: Mass Update Sales Agreement Action, Update Multiple Values of Sales Agreements

## Question: 61

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

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

E. Contracts in Manufacturing Cloud

**Answer: B**

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

## Question: 62

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**

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

## Question: 63

Universal Containers wants to add a rebate benefit defined by a product dimension. Which related list must be defined to create this dimension?

A. Payout Mappings
B. Benefit Mappings
C. Dimensions Type Mappings
D. Rebate Type Mappings

**Answer: B**

Explanation:
Benefit mappings are used to define the product dimensions for a rebate benefit. Product dimensions are the criteria that determine which products are eligible for a rebate benefit. For example, you can create a product dimension based on product family, product line, or product category. You can also create custom product dimensions to suit your business needs1. To create a product dimension for a rebate benefit, you need to add a benefit mapping related list to the benefit record and specify the dimension type and values2. Reference: 1: Define Product Dimensions for Rebate Benefits | Salesforce Help3, 2: Create Benefits and Activate a Program Unit | Salesforce Trailhead4

## Question: 64

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: B**

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

## Question: 65

Which two options are available to integrate Oracle ERP orders data with Manufacturing Cloud?

A. Use an AppExchange ISV solution
B. Use API integration with custom logic
C. Use the ERP integration template
D. Use ANT Migration

**Answer: AB**

Explanation:
Salesforce Manufacturing Cloud can be integrated with Oracle ERP orders data using two options: Use an AppExchange ISV solution: This option allows you to leverage existing solutions from independent software vendors (ISVs) that are available on the Salesforce AppExchange platform.

These solutions are designed to simplify and automate the integration process between Salesforce and Oracle ERP systems. Some examples of AppExchange ISV solutions are rSTAR, DBSync, and Jitterbit.
Use API integration with custom logic: This option allows you to use the Salesforce APIs and the Oracle ERP APIs to create custom logic for integrating the orders data between the two systems. You can use any programming language or tool that supports REST or SOAP web services to build the integration logic. You can also use the MuleSoft Accelerator for Manufacturing, which is a prebuilt integration solution that connects Salesforce Manufacturing Cloud with Oracle ERP Cloud1.
Reference:
ERP and Salesforce: Everything Manufacturers Need To Know
Integrate Salesforce.com with Oracle Integration Cloud
Oracle Cloud Using the Salesforce Adapter with Oracle Integration Cloud
All About Integrating Oracle ERP and Salesforce CRM-rSTAR Technologies
What Is Manufacturing Cloud? - Salesforce

## Question: 66

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 anew 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**

Explanation:
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. Reference: Create Accurate Account Forecasts, Configure Forecast Metrics and Formulas

## Question: 67

What is the recommended way to calculate an Account Based Forecast for the next 13 months in the formula builder?

A. Create a two-part validation rule for periods 1-12 and period 13.
B. Create separate formulas for periods 1-12 and period 13.
C. Create a two-part formula for periods 1-12 and period 13.
D. Create an approval process for periods 1-12 and period 13.
E. Create 13 separate formulas.

**Answer: B**

Explanation:
According to the Salesforce Manufacturing Cloud documentation, you can use the Formula Builder on the Account Forecasting page in Setup to create formulas for forecast calculations. You can define your own formulas for quantity and revenue based on sales agreements, orders, opportunities, and account metrics. You can create either a single formula for all periods, or multiple formulas for different period ranges. If the forecast display period is 12 months, you can create up to 12 formulas. However, if you want to calculate an account based forecast for the next 13 months, you need to create separate formulas for periods 1-12 and period 13, because the Formula Builder does not support more than 12 periods in a single formula. This way, you can ensure that the forecast calculations are accurate and consistent for each month. Reference: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

## Question: 68

Badger Power is using Manufacturing Cloud. Forecasts have been set up and generated for all of their accounts. The forecast formula was recently adusted to reflect Opportunity Probability. Which action will this trigger?

A. Recalculation of all active forecast(s).

B. Recalculation of all forecast(s).
C. Regeneration of all forecast(s).
D. Regeneration of all active forecast(s).

**Answer: C**

Explanation:
When you change the forecast formula, the existing forecasts are deleted and new forecasts are generated using the updated formula. This applies to all forecasts, regardless of their status. Therefore, the correct answer is C. Regeneration of all forecast(s). Reference: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

## Question: 69

Which dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts?

A. Customers Health

B. Sales Agreement Insights

C. White Space Analysis

D. Account Insights

E. Accounts Health

**Answer: E**

Explanation:
: The Accounts Health dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts. Revenue realization is the actual revenue as a percentage of planned revenue. Length of relationship is the duration between today and the start date of the first sales agreement with an account. Customer lifetime value is the total of revenue generated to date and revenue anticipated from the account. These metrics help the user to assess the performance and potential of each account and identify opportunities for growth or retention. Reference: Calculate Key Performance Indicators Using CRM Analytics, Calculating Customer Lifetime Value (CLV) With Salesforce, How to calculate customer lifetime value

## Question: 70

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: AC**

Explanation:
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. Reference: 1: Set Up Users and Permissions for Manufacturing Cloud2

## Question: 71

An Account Manager at Badger Power wants to renew their current Sales Agreement. When can the

Sales Agreement renewal occur?

A. Only when the new fiscal period starts.
B. Only when the renewal period ends.
C. Only when the renewal period starts.
D. Only when the sales agreement recalculates.
E. Only when the sales agreement regenerates.

**Answer: C**

Explanation:
Salesforce Manufacturing Cloud allows users to define the renewal period for sales agreements in their org. The renewal period is the number of days before the end date of a sales agreement from when users can renew the agreement. Users can renew a sales agreement only when the renewal period starts. The other options are not related to the renewal of sales agreements. Reference: Define Renewal Period for Sales Agreements

## Question: 72

Which three conditions need to be fulfilled so that an order is included in the Actuals calculation process on

a Sales Agreement?

A. The order needs to have Status = Activated.

B. The date in the Order Date field should be in the past.

C. The date in the Order Date field should be in the future.

D. The order needs to have Category = Activated.

E. The Sales Agreement field needs to be populated on the Order.

**Answer: ABE**

Explanation:
https://www.salesforce.com/products/manufacturing-cloud/overview/

Actuals are the quantities of products that have been fulfilled or shipped to the customer as part of a sales agreement1. Manufacturing Cloud calculates actuals based on orders that are associated with a sales agreement2. For an order to be included in the actuals calculation process, the following three conditions need to be fulfilled23:

The order needs to have Status = Activated. Only activated orders are considered for actuals calculation. Draft orders are not included.
The date in the Order Date field should be in the past. Only orders with a start date that is on or before the current date are considered for actuals calculation. Future orders are not included.
The Sales Agreement field needs to be populated on the order. Only orders that have a reference to a sales agreement record are considered for actuals calculation. Orders that are not linked to a sales agreement are not included.
https://help.salesforce.com/s/articleView?id=sf.sa_admin_actualscalc_task.htm&language=en_us&type=5

## Question: 73

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: CD**

Explanation:
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. Reference: What Is Manufacturing Cloud?, Create Holistic Forecasts with Advanced Account Forecasting

## Question: 74

When discussing the business requirements for a Manufacturing Cloud implementation design, what

is a consideration when analyzing data in existing third-party systems?

A. Define current processes required by the business.
B. Identify the capabilities of different data integration tools.
C. Determine the system of record for each data category required by the business.

**Answer: C**

Explanation:
: When designing a Manufacturing Cloud implementation, it is important to consider the data sources and quality of the existing third-party systems that will be integrated with Manufacturing Cloud. One of the key considerations is to determine the system of record for each data category required by the business, such as customer information, product data, order history, inventory levels, and so on. The system of record is the authoritative source of data that is trusted and maintained by the business. By identifying the system of record for each data category, you can ensure data consistency, accuracy, and integrity across the integrated systems. You can also avoid data duplication, conflicts, and errors that may arise from having multiple sources of data for the same category. Reference: What Is Manufacturing Cloud?, Data Integration

## Question: 75

A client has provided a list of unstructured, unprioritized requirements. What should a consultant do to advance to the next step of the project?

A. Prepare a template with the requirements and their associated priority, and work with the client to

evaluate each item.

B. Write a Solution Design Document detailing the required technical solution to answer the list of requirements.

C. Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.

**Answer: A**

Explanation:

A consultant should prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. This is the best way to advance to the next step of the project, because it helps the consultant and the client to align on the scope, objectives, and expectations of the project. It also allows the consultant to understand the client's business needs, challenges, and opportunities, and to prioritize the requirements based on their value and feasibility. By working collaboratively with the client, the consultant can also build trust and rapport, and ensure that the client is engaged and satisfied with the project outcome. Reference: Manufacturing Cloud - Salesforce Considerations for Working with Manufacturing - Salesforce

## Question: 76

The administrator at Bonsai Manufacturing wants to renew several sales agreements. Which status

on the sales agreement restricts the administrator from renewing?

A. Expired
B. Activated
C. Approved

**Answer: B**

Explanation:

A sales agreement can be renewed only when it is in the renewal period, which is defined by the number of days before the end date of the agreement. A sales agreement that is expired or approved can be renewed if it is within the renewal period. However, a sales agreement that is activated cannot be renewed, because it means that the agreement is currently active and has not reached its end date or renewal period. Reference: Define Renewal Period for Sales Agreements, Renew a Sales Agreement.

## Question: 77

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: A**

Explanation:
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. Reference: Sales Agreement Object Model, Create a Sales Agreement, Sales Agreement Fields

## Question: 78

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**

Explanation:
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. Reference: What Is Manufacturing Cloud?, Inside Salesforce's New Trends in Manufacturing Report

## Question: 79

What are some key considerations in ensuring an efficient and successful global rollout of Manufacturing Cloud?

A. Manufacturers may have one or many versions of core systems like an Enterprise Resource Planning (ERP) that will require integrations and design considerations that vary.
B. Rollouts must be phased rather than done simultaneously because Manufacturing Cloud has regional

and data volume limitations.

C. There are language requirements, legal variation by geography, and cultural differences.

**Answer: A**

Explanation:

n: When planning a global rollout of Manufacturing Cloud, some key considerations are: Manufacturers may have one or many versions of core systems like an Enterprise Resource Planning (ERP) that will require integrations and design considerations that vary. Manufacturing Cloud can integrate with existing ERP systems and Order Management Systems (OMS) by using APIs, the MuleSoft Accelerator for Manufacturing, or other middleware solutions1. However, different versions of ERP systems may have different data models, business processes, and security requirements that need to be taken into account when designing and implementing the integrations2.

There are language requirements, legal variation by geography, and cultural differences. Manufacturing Cloud supports multiple languages and currencies, but it also needs to comply with the local laws and regulations of each country or region where it operates1. For example, there may be different tax rules, privacy policies, or data protection standards that affect how Manufacturing Cloud handles and stores customer data3. Additionally, there may be cultural

differences in how customers and partners communicate, negotiate, and collaborate, which may require adjustments in the user interface, workflows, and analytics of Manufacturing Cloud4. Reference: Considerations for Working with Manufacturing, What Is Manufacturing Cloud?, Salesforce Blog: Manufacturing Cloud, Salesforce Manufacturing Cloud: enabling customer centricity for manufacturers

## Question: 80

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**

Explanation:

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. Reference: 1: Get Started with the Technical Project Documentation3, 2: Documentation and Implementation Diagrams1

## Question: 81

Universal Containers (UC) is looking to improve visibility into its long-term agreements and forecasts. A business analyst has gathered UC's requirements and determined a few key requirements that they need compared to standard functionality.

1. UC tracks its long-term agreements by planned quantity and planned revenue at the product category level.
2. UC has a custom fiscal year and tracks its forecast weekly.
3. UC needs to see the ordered quantity, revenue, shipped quantity, and revenue in its forecast metrics. 4) The primary dimension in UC's forecasts is the product category.

What should be customized in Manufacturing Cloud to accomplish the business requirements?

A. Sales Agreement Metrics
B. Advanced Account Forecast Fact object
C. Data Processing Engine (DPE) Templates

**Answer: C**

Explanation:
Data Processing Engine (DPE) Templates are used to customize the data model and calculations for account-based forecasting in Manufacturing Cloud. DPE Templates allow users to define the dimensions, metrics, and formulas for their forecasts based on their business needs. In this case, UC needs to customize the DPE Template to include the product category as a dimension, and the ordered quantity, revenue, shipped quantity, and revenue as metrics. UC also needs to specify the custom fiscal year and the weekly forecast frequency in the DPE Template. The other options are not relevant for this requirement. Sales Agreement Metrics are used to track the performance of sales agreements, not forecasts. Advanced Account Forecast Fact object is a standard object that stores the forecast data, not a customization option. Reference: Customize Data Processing Engine (DPE) Templates, Account-Based Forecasting in Manufacturing Cloud

## Question: 82

Universal Containers (UC) is interested in using Manufacturing Cloud. During discovery, the business analyst identifies the following requirements:

1. UC needs the ability to set quantity and revenue targets at the manager level, and the manager needs the ability to distribute that across each member of their team and their team's accounts.
2. UC needs the ability to visualize the targets compared to the actual order amounts for the accounts with targets.
3. UC needs the ability to forecast its sales on a rolling 12-month basis using a combination of data from opportunities, long-term agreements, past orders, and market data that is uploaded periodically.

Which combination of Manufacturing Cloud features addresses the requirements above?

A. Account Manager Targets. Sales Agreements, Advanced Account Forecasting
B. Account Manager Targets, Advanced Account Forecasting, CRM Analytics for Manufacturing App
C. Account Manager Targets. Account Based Forecasting, CRM Analytics for Manufacturing App

**Answer: A**

Explanation:

Account Manager Targets allow UC to set and track quantity and revenue targets at the manager level, and distribute them to their team members and accounts1.
Sales Agreements allow UC to manage run-rate or long-term negotiated business with their customers, and track the order realization against the agreed terms1.
Advanced Account Forecasting allow UC to forecast their sales on a rolling 12-month basis using data from opportunities, sales agreements, past orders, and market data1.
CRM Analytics for Manufacturing App is a prebuilt app that provides insights into sales performance, account health, and customer satisfaction, but it does not address the requirements of UC2.
Account Based Forecasting is a feature that allows UC to forecast their sales based on account hierarchy, but it does not use data from sales agreements or market data3.
Reference:
What Is Manufacturing Cloud? - Salesforce
CRM Analytics for Manufacturing App - Salesforce
Account Based Forecasting - Salesforce

## Question: 83

Universal Containers (UC) wants to enrich the warranty claims experience for partners and distributors. UC wants its partners and distributors to submit warranty claims and closely track their status from the Manufacturing Experience Cloud site.
Which standard object captures Type, Reason, and Account information?

A. Claim Participant
B. Claim
C. Claim Item

**Answer: B**

Explanation:
The standard object that captures Type, Reason, and Account information for warranty claims is Claim. A Claim record represents a request made by a partner, dealer, or distributor to the manufacturer to repair, replace, or provide a refund for a defective asset1. The Claim object has fields such as Claim Type, Claim Reason, and Account Name that store this information2. Reference: How Warranty Claim Information Is Represented in Manufacturing Cloud, Claim Fields in Manufacturing Cloud

## Question: 84

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

**Answer: C**

Explanation:

## Question: 85

An organization is looking to support channel partners but has yet to onboard them digitally. The organization would like to work closely with its partners to plan their work and support them by providing functionality, insights, and data.
What should the organization do to fill this gap?

A. Add a timeline to the Experience Cloud

B. Leveraging Partner Visit Management functionality
C. Allow them to submit claims against warranty coverage

**Answer: B**

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

## Question: 86

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: B**

Explanation:

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. Reference: Delete a Sales Agreement, Assign the Manufacturing Permission Sets to Users.

## Question: 87

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**

Explanation:
: 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. Reference: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Dimensions and Period Groups, Streamline Forecast Calculations with Data Processing Engine Definitions

## Question: 88

A custom metric for display on Agreement Terms is needed based on the business requirements. Custom fields and mappings are required between the custom fields of the Sales Agreement Product and Sales Agreement Product Schedule objects.
What should an administrator consider while designing for this requirement?

A. Only number, percent, and currency field types are available for mapping.
B. Only number, formula, and value field types are available for mapping.
C. Only number, currency, and formula field types are available for mapping.

**Answer: C**

Explanation:

To create a custom metric for display on Agreement Terms, you need to create custom fields on the Sales Agreement Product and Sales Agreement Product Schedule objects, and map them using the Data.com Administration tool. The custom fields must have the same data type as the default fields, and only number, currency, and formula field types are available for mapping. Therefore, the correct answer is C. Only number, currency, and formula field types are available for

mapping. Reference: Customize Salesforce Field Mappings, Create Custom Fields for Sales Agreement Products and Schedules

## Question: 89

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**

Explanation:
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. Reference: Create Accurate Account
Forecasts, Considerations for Working with Manufacturing

## Question: 90

An organization would like to show its account managers specific data points for Sales Agreements terms based on business needs.
What is the first step in providing these insights to the account reps?

A. Enabling custom metrics
B. Allowing account reps to add agreement terms
C. Enabling metric groups

**Answer: A**

Explanation:

## Question: 91

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**

Explanation:
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. Reference: 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

## Question: 92

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**

Explanation:
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.
Reference:
Configure Account Forecasts - Salesforce

Considerations for Advanced Account Forecasting - Salesforce

## Question: 93

Many of Universal Containers' management teams must travel to different production facilities as part of their regular work. They require access to features on their desktop and mobile devices to view and approve sales agreements.

What is an important consideration to keep in mind when preparing and conducting testing?

A. The Mobile User permission must be assigned to the test users.
B. Sales Agreement features are not available on mobile devices, but approvals can be done via email.
C. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is required.

**Answer: B**

Explanation:

## Question: 94

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

A. To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization
B. To optimize and streamline the manufacturing operations by leveraging the full capabilities of Salesforce Manufacturing Cloud
C. To improve user adoption and satisfaction by customizing the system to match the organization's unique business requirements

**Answer: A**

Explanation:

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

## Question: 95

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**

Explanation:
: 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. Reference:
Manufacturing Cloud - Salesforce
How to Perform Automated Integration Testing in Salesforce
Automate and Test During Integration

## Question: 96

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**

Explanation:
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 . Reference: 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].

## Question: 97

Universal Containers (UC) has implemented Sales Cloud and Service Cloud in seven countries in EMEA for about 100 users. UC has successfully tested and signed off on additional Sales Agreements functionality. In order to have control over the rollout and monitor the adoption, UC wants to roll out in a phased manner, country

by country. UC follows a single-org strategy.
How should a consultant enable this rollout scenario?

A. Deploy the new functionality and assign the permission set to the designated users.
B. Deploy the new functionality and make the Sales Agreements tab visible for the designated users.
C. Deploy the new functionality and assign the Manufacturing licenses to all of the users.

**Answer: A**

Explanation:
n: To enable a phased rollout of the Sales Agreements functionality, a consultant should deploy the new functionality and assign the permission set to the designated users. The permission set grants access to the Sales Agreements object and related actions, such as creating, editing, approving, and activating sales agreements. By assigning the permission set to the designated users, the consultant can control who can use the new functionality and monitor the adoption. The consultant does not need to make the Sales Agreements tab visible for the designated users, as the tab is automatically visible once the permission set is assigned. The consultant also does not need to assign the Manufacturing licenses to all of the users, as the licenses are only required for users who need access to the Manufacturing Cloud features, such as account forecasting and data processing
engine. Reference: Get Started with Manufacturing Cloud for Sales, Assign the Manufacturing Permission Sets to Users

## Question: 98

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business. The actuals are updated directly from the orders.
In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

A. Accounts, Sales Agreements, Sales Agreements Products, Orders
B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders
C. Orders, Accounts, Sales Agreement, Sales Agreement Products

**Answer: B**

Explanation:
To migrate data from a legacy system to Manufacturing Cloud, the administrator should follow the recommended order of data import. This order ensures that the data dependencies and relationships are maintained and that the data integrity is preserved. The recommended order of data import is as follows1:
Accounts: This is the first object to import, as it represents the customers and their details. Accounts are related to Sales Agreements and Orders, so they must be imported before them.
Sales Agreements: This is the second object to import, as it represents the contractual agreements between the customers and the manufacturer. Sales Agreements are related to Sales Agreement

Products and Sales Agreement Schedules, so they must be imported before them.
Sales Agreement Products: This is the third object to import, as it represents the products that are included in the Sales Agreements. Sales Agreement Products are related to Sales Agreement Product Schedules, so they must be imported before them.
Sales Agreement Product Schedules: This is the fourth object to import, as it represents the forecasted

quantities and prices of the Sales Agreement Products over time. Sales Agreement Product Schedules are related to Orders, so they must be imported before them.
Orders: This is the fifth and final object to import, as it represents the actual orders placed by the customers. Orders are related to Order Products, which are automatically created when the Orders are imported.
Therefore, the correct answer is B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders.
Reference: Import Data into Manufacturing Cloud

## Question: 99

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 calculated7

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**

Explanation:
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. Reference: Learn How Forecast Data Is Created, View and Adjust Forecasts

## Question: 100

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

**Answer: C**

Explanation:

## Question: 101

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

**Answer: C**

Explanation:

## Question: 102

Universal Containers (UC) wants to implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division. UC would like to see stock parts on a rolling monthly basis, with forecasted revenue and quantity. Engineered-to-order parts are ordered less frequently, so UC would like to see these on a rolling quarterly basis but with the same two metrics.
What should a Manufacturing Cloud consultant recommend for configuring forecasting?

A. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.
B. Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.
C. Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.

**Answer: A**

Explanation:
To configure forecasting in Manufacturing Cloud, UC needs to create and configure forecast sets, which are the primary building blocks for generating forecasts1.

A forecast set contains information such as the forecast period, the forecast fact object, the forecast frequencies, the data processing engine definitions, the forecast dimensions, and the forecast measures1.
UC has two different divisions with different forecasting needs, so they need to create two forecast sets, one for each division2.
Each forecast set needs to have a different period group, which defines the time periods for forecasting. For the stock parts division, UC needs a monthly period group, and for the engineered- to-order parts division,

UC needs a quarterly period group2.
Each forecast set also needs to have two forecast metrics, which are the measures that UC wants to forecast. In this case, UC wants to forecast revenue and quantity for both divisions2.
The other options are incorrect because they do not match the requirements of UC. Option B would create only one forecast set, which would not allow UC to differentiate between the two divisions. Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.
Reference:
Create and Configure Forecast Sets - Salesforce
Configure Forecast Sets Unit | Salesforce Trailhead

## Question: 103

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**

Explanation:
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. Reference: Manage Products and Categories in a Sales Agreement, Configure Product Hierarchies Unit

## Question: 104

Universal Containers (UC) wants to use Sales Agreements to track long-term agreements with its key customers. Along with planned revenue and quantity and actual revenue and quantity, UC needs to track the minimum inventory quantity required. UC's implementation partner has added a new Minimum Inventory number field to the Sales Agreement Product Schedule object.
What else does UC need to do to allow users to see and edit minimum inventory on their agreements?
A. Add a Number field to the Sales Agreement product to appear on the Forecast grid.
B. Add a custom Minimum Inventory field to Sales Agreement Product, map the two fields, and add the field to the list of available metrics in Sales Agreement setup.
C. Add a custom Minimum Inventory field to the Sales Agreement object to appear on the Forecast grid.

**Answer: B**

Explanation:
The Minimum Inventory field on the Sales Agreement Product Schedule object is used to store the minimum

inventory quantity required for each product in a sales agreement. To make this field visible and editable on the Forecast grid, UC needs to add a custom Minimum Inventory field to the Sales Agreement Product object, which is the parent object of the Sales Agreement Product Schedule object. Then, UC needs to map the two fields using the Field Mapping tool in the Sales Agreement setup. This will ensure that the values entered in the Forecast grid are synced with the values in the Sales Agreement Product Schedule object. Finally, UC needs to add the Minimum Inventory field to the list of available metrics in the Sales Agreement setup. This will allow users to select the Minimum Inventory metric from the dropdown menu on the Forecast grid and see the values for each product and time period. Reference: Sales Agreement Product Schedule, Sales Agreement Product, Field Mapping, Forecast Grid

## Question: 105

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**

Explanation:
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. Reference: Create Holistic Forecasts with Advanced Account Forecasting, Example: Generate Forecasts Across Multiple Regions with Advanced Account Forecasting, Calculate Account Forecasts Using Flows

## Question: 106

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: B**

Explanation:
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. Reference: Choose Team Member Hierarchy for Account Manager Targets

## Question: 107

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: C**

Explanation:
: Program Based Business is a feature of Manufacturing Cloud that allows manufacturers to track and manage the demand from their end customers (such as phone brands) and compare it with the actual orders from their channel partners (such as distributors or contract manufacturers). This feature helps manufacturers to plan for future opportunities, optimize their inventory and production, and increase their market share. Program Based Business enables manufacturers to: Create programs that represent the end customer demand for a specific product or product family over a period of time.
Associate sales agreements and orders with programs to track the actual performance against the program demand.

Use program analytics to monitor the program health, identify gaps and risks, and take corrective actions.
Use program forecasts to generate account forecasts based on the program demand and actuals. Reference: Program Based Business Overview, Create a Program, Associate Sales Agreements and Orders with Programs, Use Program Analytics, Use Program Forecasts.

## Question: 108

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**

Explanation:
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. Reference: 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]

## Question: 109

Universal Containers1 field reps want to have a more accurate picture of their distributor's business. The field rep will compare and update expected versus actual order values during the next visit.
Which Manufacturing Cloud object should the consultant configure to give field reps this ability?

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

**Answer: B**

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

## Question: 110

The Analytics for Manufacturing app has the following three modules: Sales Agreements, Account Based Forecasts, and Account Manager Targets.
Which installation setup option is available for the administrator in the selection of modules?

A. The administrator must select all three modules for the app to be installed.
B. The administrator cannot change the default selection of modules.

C. The administrator can choose any combination of modules based on the business need.

**Answer: C**

Explanation:
The Analytics for Manufacturing app is a prebuilt app that provides dashboards and insights for manufacturing account managers. The app has three modules: Sales Agreements, Account Based Forecasts, and Account Manager Targets. Each module has its own dataflow, template, and dashboard. The administrator can choose any combination of modules based on the business need and data availability. For example, if the administrator only wants to analyze sales agreements and account forecasts, they can select only those two modules and exclude the account manager targets module. The app creation process will only include the dataflows and templates for the selected modules. The administrator can also add or remove modules later by editing the app1. Reference: Create and Share an App from the Analytics for Manufacturing Template

## Question: 111

An administrator of an organization is implementing Manufacturing Cloud Intelligence and various dashboards and is also setting up Advanced Account Forecasting.
Why would an administrator configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects?

A. To provide users access to partner and facts records
B. To provide users with separate levels of visibility to forecast data

C. To provide users with separate levels of visibility to activity data

**Answer: B**

Explanation:
The administrator would configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects to provide users with separate levels of visibility to forecast data. The Advanced Account Forecast Partner object stores the partner information for each account forecast record, such as the partner name, partner type, and partner role. The Advanced Account Forecast Fact object stores the forecast values for each account forecast record, such as the forecast amount, forecast quantity, and forecast margin. By setting the Field-Level Security for these objects, the administrator can control which users can view, edit, or delete the partner and fact data for each account forecast record. This way, the administrator can ensure that the users only see the relevant forecast data for their role and business unit12. Reference: 1: Set Field-Level Security for Fact and Partner Object in Advanced Account Forecasting3, 2: Forecast Fact Object Included with Advanced Account Forecasting4

## Question: 112

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**

Explanation:
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. Reference: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Users and Permissions for Manufacturing Cloud, Use Advanced Account Forecasting Analytics for Manufacturing

## Question: 113

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**

Explanation:
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. Reference:
Service Console for Manufacturing - Salesforce
Get Started with Manufacturing Cloud for Service - Salesforce

## Question: 114

Service agents can't see the Service Console for Manufacturing app despite the administrator enabling Service Console for Manufacturing in the setup.
What is the recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app?

A. Grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets

B. Add the Service Console for Manufacturing component to the Service Console Lightning Page Layout.

C. Create a custom permission set to give access to the Service Console for Manufacturing app and grant it to all Service Agents.

**Answer: A**

Explanation:
The recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app is to grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets. These permission sets provide access to the Service Console for Manufacturing app and the components within it, such as the Customer 360 Timeline, the Asset Performance Monitor, and the Warranty Claims Manager1. Adding the Service Console for Manufacturing component to the Service Console Lightning Page Layout or creating a custom permission set are not necessary steps to enable the app functionality2. Reference: Set Up Users and Permissions for Manufacturing Cloud, Learn About Service Console for Manufacturing

## Question: 115

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**

Explanation:
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. Reference: Sales Agreements Overview, Customize Record Pages with the Lightning App Builder

## Question: 116

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**

Explanation:
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.
Reference:
Load Data into Manufacturing Cloud - Salesforce

## Question: 117

Universal Containers just went live with Manufacturing Cloud. The administrator has been tasked with uploading sales agreement data into the system.
In which order does the administrator need to approach this task for a complete and accurate representation of sales transactions?

A. Insert Sales Agreements, Insert Sales Agreement Products, Insert Sales Agreement Product Schedule
B. Insert Sales Agreements, Insert Sales Agreement Products, Update Sales Agreement Product Schedule
C. Update Sales Agreements, Update Sales Agreement Products, Update Sales Agreement Product Schedule

**Answer: A**

Explanation:
To upload sales agreement data into the system, the administrator needs to follow these steps in order:
Insert Sales Agreements: This creates the sales agreement records with the basic information such as account, contact, start date, end date, and status.
Insert Sales Agreement Products: This adds the products that are part of the sales agreement, along with the planned quantity and revenue for each product.
Insert Sales Agreement Product Schedule: This specifies the schedule for each product, such as the frequency, start date, end date, and quantity for each period.
The other options are not correct because they involve updating the sales agreement data instead of inserting it. Updating the data requires the data to be already present in the system, which is not the case for a new implementation. Also, updating the sales agreement product schedule is not necessary if the schedule is inserted correctly in the first place. Reference: SalesAgreement | Manufacturing Cloud Developer Guide, SalesAgreementProduct | Manufacturing Cloud Developer Guide, SalesAgreementProductSchedule | Manufacturing Cloud Developer Guide, Import Data into Manufacturing Cloud

## Question: 118

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**

Explanation:
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. Reference: 1: External Objects2

## Question: 119

A Salesforce consultant built an integration that calls an external endpoint via an Apex callout. However, the callout is failing with the following error: "System.CalloutException: Unauthorized endpoint".
What should the consultant do to fix this error?

A. Create a connected app for the external system.
B. Register the URL in Remote Site Settings.
C. Ensure that the integration user has the necessary permissions to perform the callout.

**Answer: B**

Explanation:
The error “System.CalloutException: Unauthorized endpoint” indicates that the external endpoint is not whitelisted in Salesforce. To allow Apex callouts to access an external endpoint, the administrator or the developer must register the URL in Remote Site Settings. This is a security feature that prevents unauthorized access to external resources from Apex code. Creating a connected app for the external system or ensuring that the integration user has the necessary permissions to perform the callout are not sufficient to fix this error, as they do not address the issue of whitelisting the endpoint12. Reference: Apex Developer Guide: Making HTTP Callouts, Apex Developer Guide: Remote Site Settings

## Question: 120

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**

Explanation:
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. Reference: Enable Manufacturing Cloud Features

## Question: 121

Universal Containers (UC) uses Sales Agreements and wants to avoid bringing actual orders data into Manufacturing Cloud. However, UC wants to use the actual orders data for its sales agreements. Which Actuals Calculation mode in the Sales Agreement setup must be selected?

A. Manually using Actual Orders API
B. Manually using API upload
C. Automatically from orders through contracts

**Answer: C**

Explanation:
To use the actual orders data for its sales agreements without bringing the data into Manufacturing Cloud, UC must select the Actuals Calculation mode as Automatically from orders through contracts in the Sales Agreement setup. This mode allows UC to calculate the actual quantities from the orders that are associated with the contracts linked to the sales agreements. A daily automated process derives and calculates the sales agreement actuals from the orders through contracts and updates the sales agreement records. This way, UC can avoid importing or syncing the actual orders data into Manufacturing Cloud and still use it for its sales agreements. Reference: Choose How Sales Agreement Actuals Are Calculated, How Are Sales Agreement Actuals Calculated?
Learn more
1help.salesforce.com2help.salesforce.com3trailhead.salesforce.com4trailhead.salesforce.com

## Question: 122

An administrator at Universal Containers is concerned about increased data corruption and wants to maintain data integrity in Manufacturing Cloud.
What should the administrator do to reduce data corruption and maintain data sanctity?

A. Update the non-System Administrator user profiles, giving them the View All and Modify All data permissions on the Sales Agreement object.
B. Clone the standard Manufacturing Sales Agreements permission set, deselect the mass update for Sales Agreements, and assign the cloned permission set to all non-System Administrator users.
C. Edit the standard Manufacturing Sales Agreements permission set, deselect the mass update for Sales Agreements, and assign the permission set to all non-System Administrator users.

**Answer: B**

Explanation:
To maintain data integrity in Manufacturing Cloud, the administrator should limit the mass update capability for Sales Agreements to only System Administrators. This will prevent accidental or malicious changes to the Sales Agreement data by other users. To do this, the administrator can clone the standard Manufacturing Sales Agreements permission set, which grants access to the Sales Agreement object and related fields. Then, the administrator can deselect the mass update for Sales Agreements permission in the cloned permission set, and assign it to all non-System Administrator users. This way, only System Administrators can perform mass updates on Sales Agreements, while other users can still view and edit individual records. Reference: Sales Agreement Permissions, Mass Update Sales Agreements

## Question: 123

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**

Explanation:
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. Reference:
Manufacturing Cloud - Salesforce
Manufacturing - Salesforce.com
Meet Manufacturing Cloud Unit | Salesforce Trailhead

## Question: 124

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: A**

Explanation:
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 .

## Question: 125

An account manager needs to analyze the business performance of several business units and wants to create a sales forecast based on customer accounts, products, and business units.
Which forecast solution provides the metrics the account manager is looking for?

A. Account Forecasting
B. Account Manager Targets
C. Advanced Account Forecasting

**Answer: C**

Explanation:
The account manager looking to analyze business performance across various units and create a sales forecast based on customer accounts, products, and business units should use Advanced Account Forecasting. This solution generates baseline 360-degree forecasts considering opportunities, orders, sales agreements, historical orders, and other custom measures, providing a holistic view of business aspects .

## Question: 126

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**

Explanation:

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.

## Question: 127

Universal Containers just launched 100 new products to be used in Salesforce Sales Agreements. ow should the products be set up in order for them to appear in sales agreements?

A. All active products automatically appear in sales agreements.
B. All products with active standard price book entries can be added to sales agreements.
C. Products must be marked as active and added to the standard price book.

**Answer: C**

Explanation:
To ensure that the 100 new products appear in sales agreements, they must be marked as active and added to the standard price book. This is necessary for managing products and categories within a sales agreement and allows for the addition of new product lines or categories to activated sales agreements .

## Question: 128

What is the purpose of a detailed technical design document when Implementing Manufacturing Cloud?

A. Identifies the statement of work and cost to implement the application based on business requirements.
B. Provides personas and user stones with high-level objectives of what users want to be able to accomplish with the application.
C. Defines specific details as to how the functionalities will be configured

**Answer: C**

Explanation:
The purpose of a detailed technical design document when implementing Manufacturing Cloud is to define specific details regarding how functionalities will be configured. This includes setting up features like the Actionable Relationship Center, Events and Milestones, and Intelligent Document Reader, some of which may require integration with external systems .

For further details and best practices, refer to the official Salesforce Manufacturing Cloud documentation:
Manufacturing Cloud Overview
Manufacturing Cloud Developer Guide

## Question: 129

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 tor 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: B**

Explanation:
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 .

## Question: 130

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 Tor every schedule when a sales agreement is active

**Answer: A**

Explanation:
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 .

## Question: 131

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: A**

Explanation:
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

## Question: 132

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: B**

Explanation:
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 .

## Question: 133

Universal Containers is deploying Manufacturing Cloud for the first time. Sales Agreements have been configured in a development sandbox, and now the Salesforce administrator is moving the changes to production. The deployment is failing, and the error indicates that the Sales Agreement object does not exist in the target environment.
What should the administrator check first to resolve the error and complete Ihe deployment?

A. Check that the organization wide default for Sales Agreements is set to Private in the production org.
B. Check that Sales Agreements are enabled in the production org.
C. Check that the organization-wide default for Sales Agreements is set to Public Read Write in the production org.

**Answer: B**

Explanation:
When facing a deployment error indicating that the Sales Agreement object does not exist in the target environment, the first step the administrator should take is to ensure that Sales Agreements are enabled in the production organization. This is a crucial prerequisite for deploying Sales Agreements-related changes and functionalities from a development sandbox to a production environment, as the absence of enabled Sales Agreements in the target environment can lead to deployment failures .

## Question: 134

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**

Explanation:
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.

## Question: 135

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**

Explanation:

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.

## Question: 136

fWhich 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**

Explanation:
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.

## Question: 137

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**

Explanation:
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.

## Question: 138

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**

Explanation:

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.

## Question: 139

A Salesforce consultant has been tasked with creating an integration user to facilitate order data from an Enterprise Resource Planning (ERP) system into Sales Agreements. The integration will require the ability to write to a custom object.

How should the consultant extend access to grant the necessary permissions for the integration user?

A. Use a Salesforce administrator account as an integration user and the necessary access will already be granted.

B. Create permission sets and permission set groups to extend access and grant necessary permissions, then assign it to an integration user.

C. Extend access and grant necessary permissions through the integration user profile.

**Answer: B**

Explanation:

For integrating order data from an ERP system into Sales Agreements in Salesforce, the best practice is to create specific permission sets and possibly permission set groups that grant the necessary

permissions, including write access to custom objects. These permission sets should then be assigned to the integration user account. This approach ensures that the integration user has precisely the access needed without the broad permissions that would come with using a Salesforce administrator account. It also allows for more granular control and security by limiting permissions to only those necessary for the integration's functionality.

## Question: 140

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**

Explanation:

## Question: 141

Which approach reduces the number of manual process steps and leverages automation technology to load the partner's Proof-of-Sale data required as supporting information for rebate claims?

A. Expose the Proof-of-Sale object to the partner via the partner Experience Cloud site, allow the partner to create a new record and enter the required information, and then save the record. Enable a flow to route the record to a partner support agent to review the information and approve and reject each individual record with a rejection reason code. Partner will be able to fix any rejected record and resubmit it.
B. Enable the partner to upload scanned images of their customer invoices from the partner Experience Cloud and convert the images into text, which can then be loaded into the Salesforce standard Invoice object.
C. Configure an EDI Business to Business (B2B) integration to the partner's Enterprise Resource Planning (ERP) system using MuleSoft or other middleware to transfer the data from the partner's system to the Salesforce
Utilize a flow to accept or reject individual records, and provide a response back to the partner using the same EDI B2B connection.

**Answer: C**

Explanation:

## Question: 142

An administrator at Universal Containers has been asked to establish a 180-day renewal period for all sales agreements within Manufacturing Cloud.
Which method should the administrator use to define the renewal period for sales agreements?

A. Configure a validation rule to ensure the renewal period meets specific criteria.
B. Leverage a flow to automate renewal reminders based on the renewal period.
C. Utilize the standard Renewal Period field provided in the Sales Agreement object.

**Answer: C**

Explanation:

## Question: 143

A consultant is implementing Manufacturing Cloud. After the consultant concludes the discovery phase, the customer identifies additional must-have features for the platform.

Which recommendation should the consultant make regarding these additional features?

A. Add the feature in the project scope.
B. Create a change request and arbitrate based on other features.
C. Remove another feature from the list of requirements to account for the additional workload.

**Answer: A**

Explanation:

## Question: 144

How does Salesforce Manufacturing Cloud help businesses monitor and evaluate system performance against their business process flows while identifying deviations or areas of improvement?

A. With built-in demand forecasting and inventory tracking features
B. By providing real-time analytics for manufacturing performance metrics
C. Through Seamless integration with Enterprise Resource Planning (ERP) and Inventory systems

**Answer: B**

Explanation:

## Question: 145

Universal Containers (UC) wants to achieve a complete overview of its one-off and run-rate business in one forecast and consider implementing Manufacturing Cloud to leverage
Account Based Forecasting.

Which consideration should the Manufacturing Cloud consultant discuss with UC?

A. Account Based Forecasting does not allow adding Products manually to forecasts.
B. Account Based Forecasting does not support custom fiscal years.
C. Account Based Forecasting does not support Opportunities with Revenue Schedules.

**Answer: C**

Explanation:

## Question: 146

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**

Explanation:

## Question: 147

Universal Containers would like to use Manufacturing Cloud to forecast its spare part demand based on the number of defective part cases logged by customers and part orders requested by distribution partners.
Which customization is required for Advanced Account Forecasting to meet these requirements?

A. A custom forecast fact table
B. A custom forecast fact table and DPE definition
C. A custom forecast fact table with the Data Processing Engine (DPE) definition from the prebuilt asset, Generate Forecast for Product Categories

**Answer: C**

Explanation:

## Question: 148

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 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.
C. 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.

**Answer: A**

Explanation:

## Question: 149

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. Service Automation Studio
B. Service Process Studio.
C. Manufacturing Cloud Studio

**Answer: B**

Explanation:

## Question: 150

Which dashboard in the Advanced Account Forecasting Analytics app should a user access to do a deep-dive and understand forecasts and actuals by custom dimensions?

A. Account Health
B. Account Insights
C. Forecast Analysis

**Answer: B**

Explanation:

## Question: 151

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

**Answer: A**

Explanation: