

Latest Salesforce Manufacturing-Cloud-Professional Exam questions and answers [Q19-Q37]



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Actualtests4sure Manufacturing-Cloud-Professional Exam Practice Test Questions (Updated 77 Questions)

NEW QUESTION 19

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

- * Rebate Management
- * Sales Agreements
- * Account Based Forecasts
- * Account Manager Targets

Explanation

Sales Agreements is a feature that allows businesses to set up automated agreements between themselves and their customers. Account Based Forecasts allows businesses to forecast their run-rate and net-new business by analyzing historical data and trends. Both of these features are available in the standard Manufacturing Experience Cloud Template.

NEW QUESTION 20

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?

- * Rebate Management in Manufacturing Cloud
- * Sales Agreement in Manufacturing Cloud
- * Account Based Forecast in Manufacturing Cloud
- * Account Manager Targets in Manufacturing Cloud
- * Contracts in Manufacturing Cloud

NEW QUESTION 21

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?

- * When the forecast is calculated for the first time.
- * When anew forecast is generated for the account.
- * When the Account Manager is the Account owner.
- * When account and market growth percentages are used in the forecast formula.

NEW QUESTION 22

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?

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

Explanation

The admin at Badger Power should use option D: Set up an eligibility criteria for this rebate type with activity Date \geq Jan1 and \leq Jan31. This will ensure that any transactions completed in January will be eligible for the rebate type. Additionally, it is important to note that the effective date on the Rebate Type should also be set for January to ensure that the rebate type is active for the duration of the month. For more information on how to set up a Rebate Type, please see the Salesforce documentation here:

https://help.salesforce.com/articleView?id=rebate_types_overview.htm&language=en_US&type=0.

NEW QUESTION 23

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

- * Recalculate Actuals
- * Update ProductsC) Mass Update
- * Update Adjustments
- * Regenerate Agreement

NEW QUESTION 24

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

- * Rebate Management
- * Sales Agreements
- * Account Based Forecasts
- * Account Manager Targets

NEW QUESTION 25

When a target is changed in account manager targets, which action must be taken to reflect this change to account manager assignment values?

- * Propagate to assignments
- * assignment

NEW QUESTION 26

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

- * It tracks product growth trends
- * It tracks performance against account manager targets
- * It tracks inventory utilization for a defined time frame
- * It tracks account revenue growth against goals
- * It tracks against product margin targets

NEW QUESTION 27

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

- * Range
- * Set Periods
- * Custom
- * Current Period
- * Fiscal Year

NEW QUESTION 28

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?

- * Account Based Forecasting
- * Opportunity Funnel
- * Sales Agreements
- * Collaborative Forecast
- * Product Forecast

Account Based Forecasting allows a business to forecast their run-rate and net-new business by analyzing historical data and trends. Collaborative Forecasting allows multiple users to input their own forecasts and compare them, providing a more complete picture of the business. These two functions should be configured together in order to get a complete picture of both the run-rate and net-new business.

NEW QUESTION 29

Universal Containers is using sales agreements and does not want to bring actual orders data into salesforce. However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which actual calculation option in the sales agreement setup must be selected?

- * Automatically from orders through contracts
- * Manually Using actual orders API
- * Automatically from direct orders
- * Manually using APL upload

NEW QUESTION 30

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

- * Manufacturing Einstein Admin
- * Tableau CRM Plus Admin
- * Manufacturing Analytics Admin
- * Einstein Analytics Plus User
- * Manage Analytics

NEW QUESTION 31

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

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

NEW QUESTION 32

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?

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

NEW QUESTION 33

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?

- * Other User
- * Opportunity Owner
- * Custom Lookup Field for a user on Account.
- * Order Owner
- * Account Owner

The Opportunity Owner, Order Owner, and Account Owner are the user types that can be selected in the Tableau CRM configuration wizard to receive credit for an order when calculating actuals against account manager targets. These user types are linked to the opportunity, order and account respectively, and are likely to be the users responsible for the sales transaction.

Reference: https://help.salesforce.com/articleView?id=tableau_crm_config_wizard.htm&type=5

NEW QUESTION 34

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?

- * Program Rebate Type Benefit
- * Program Rebate Type
- * Rebate Program
- * Rebate Member Product Aggregate

NEW QUESTION 35

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

- * Price Book
- * Target Measure Type
- * Team Member Hierarchy
- * Distribution Frequency
- * Default Currency

NEW QUESTION 36

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

- * Determines the beginning of the sales agreement
- * Determines the beginning of the renewal period
- * Determines the end of the sales agreement
- * Determines the end of the sales agreement

NEW QUESTION 37

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

- * Automatically from contracts through orders.
- * Manually using api upload
- * Automatically from orders through contracts
- * Automatically from direct orders
- * Automatically from direct contracts

Explanation

Sales agreements can be automatically calculated from orders through contracts. This method allows for the actuals to be calculated in real-time, which is useful for tracking performance against the agreement.

Additionally, this method allows businesses to quickly adjust their sales agreements based on the actual performance of their orders.

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