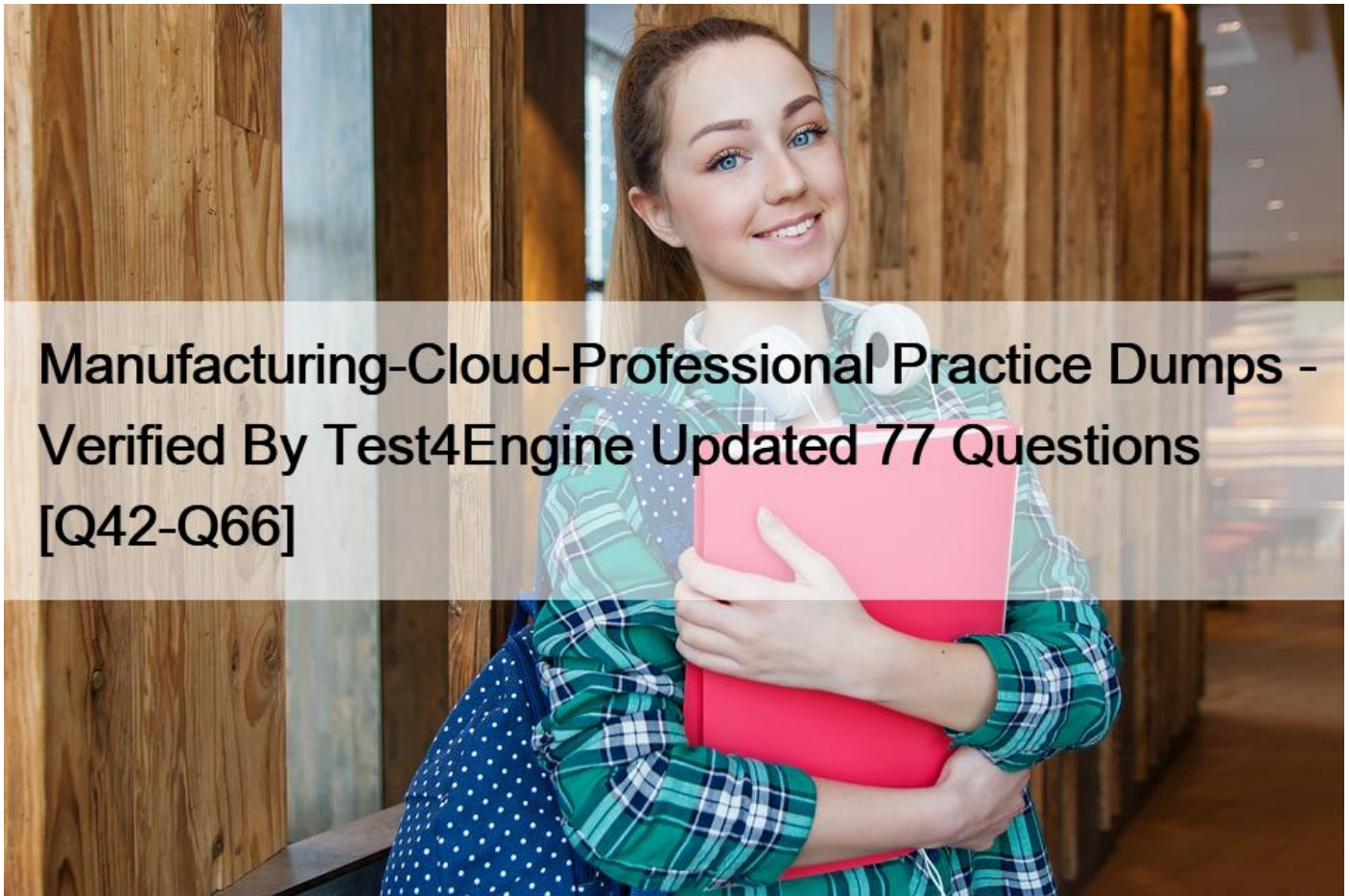


Manufacturing-Cloud-Professional Practice Dumps - Verified By Test4Engine Updated 77 Questions [Q42-Q66]



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Updated Manufacturing-Cloud-Professional Exam Dumps - PDF Questions and Testing Engine

NO.42 When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

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

NO.43 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

Explanation

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

NO.44 Which two list views are provided by default to filter account manager targets by the assigned user?

- * Active Targets
- * Pending Targets
- * Assigned by Me
- * Assigned to Me
- * Assigned by Manager

NO.45 Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- * Update the forecast start period
- * Update the forecast adjustment period
- * Update the forecast formula
- * Update the forecast frequency
- * Update the forecast display duration

NO.46 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

NO.47 Which dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts?

- * Customers Health
- * Sales Agreement Insights
- * White Space Analysis
- * Account Insights
- * Accounts Health

NO.48 Which two methods can be used to recalculate payouts after the payout period is closed?

- * Recalculate payouts due to changed benefits
- * Renew payouts with benefit charges
- * Recalculate payouts with no charge in benefits
- * Receive payouts with charged benefits
- * Recalculate account benefit charge

NO.49 Universal Containers wants to add a rebate benefit defined by a product dimension. Which related list must be defined to create this dimension?

- * Payout Mappings

- * Benefit Mappings
- * Dimensions Type Mappings
- * Rebate Type Mappings

NO.50 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?

- * Decrease By
- * Update With
- * Increase By
- * Replace With
- * Multiply By

NO.51 Which Manufacturing Cloud function has an out-of-the-box Submit for Approval quick action?

Sales Agreements

- * Experience Cloud for Manufacturing
- * Account Based Forecasting
- * Order Management
- * Account Manager Target

NO.52 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?

- * Automatically from direct orders.
- * Automatically from orders through contracts
- * Manually using Actual Orders API
- * Manually using API upload

NO.53 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?

- * Account owners will see the `Delete` option on the sales agreements record header
- * Only sales agreements with no associated products can be deleted
- * Only these user will see the `Delete` option on the sales agreement record header
- * Only non-active sales agreements can be deleted
- * Sales agreements with any status can be deleted

NO.54 Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

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

NO.55 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

NO.56 When a target is changed in account manager targets, which action must to be taken to reflect this change to account manager assignment values?

- * Propagate to assignments

NO.57 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?

- * 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.
- * 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
- * Give Read access to the field on the standard Manufacturing Account Forecast permission set.
- * 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

NO.58 When list views are selected for account forecasts, which two permissions options may be based on the list view so the Account managers can generate forecasts?

- * All users can see the list views
- * Share list view with group of users
- * Share list view with account owners
- * All users above hierarchy can see this list views

NO.59 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

- * Approved
- * Pending
- * Active
- * Draft

NO.60 When a target is changed in account manager targets, which action must to be taken to reflect this change to account manager assignment values?

Propagate to assignments

NO.61 What is the recommended way to calculate an Account Based Forecast for the next 13 months in the formula builder?

- * Create a two-part validation rule for periods 1-12 and period 13.
- * Create separate formulas for periods 1-12 and period 13.
- * Create a two-part formula for periods 1-12 and period 13.
- * Create an approval process for periods 1-12 and period 13.
- * Create 13 separate formulas.

NO.62 What is required before the analytics for manufacturing App can be created?

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

NO.63 What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

- * Delete, add, clone and transform journal transactions.

- * Query, extract, filter and aggregate journal transactions
- * It includes custom metrics in the transaction journal
- * It applies the benefit structure and creates payouts

NO.64 Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

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

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.

NO.65 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

NO.66 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.

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