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QUESTION 1

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

Correct Answer: CD

QUESTION 2

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

Correct Answer: D

This feature enables businesses to compare the actual performance of their accounts against their sales goals and identify areas where additional effort is needed to maximize revenue. Additionally, this feature can help businesses identify and analyze trends in their sales performance over time, enabling them to make data-driven decisions to optimize their sales strategy.

QUESTION 3

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.

Correct Answer: A

QUESTION 4

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

Correct Answer: D

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

Correct Answer: A

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