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QUESTION 1

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.

Correct Answer: C

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

QUESTION 2

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

Correct Answer: AC

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. References: = 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

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QUESTION 3

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

Correct Answer: AC

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. References: Forecast Your Run-Rate and New Business with Account-Based Forecasting - Salesforce Help, [Create and Work with Sales Agreements - Salesforce Help

QUESTION 4

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.

Correct Answer: A

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. References: Get Started with Manufacturing Cloud for Sales, Assign the Manufacturing Permission Sets to Users

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QUESTION 5

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

Correct Answer: C

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 6

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

Correct Answer: A

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

QUESTION 7

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

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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.

Correct Answer: C

To allow the Service Agents to access the latest updates to a sales agreement when navigating from the customer interaction related to the account, the Manufacturing Cloud consultant should recommend adding the Sales Agreement related list to the Account record page in Lightning App Builder. This way, the Service Agents can see the sales agreements associated with the account and view their status, terms, and schedules. The Sales Agreement related list is available for the Account object by default and can be added to the Account page layout using the Lightning App Builder. References: Sales Agreements Overview, Customize Record Pages with the Lightning App Builder

QUESTION 8

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: ABD

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.

QUESTION 9

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.

Correct Answer: ABE

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Actuals are the quantities of products that have been fulfilled or shipped to the customer as part of a sales agreement. Manufacturing Cloud calculates actuals based on orders that are associated with a sales agreement. For an order to be

included in the actuals calculation process, the following three conditions need to be fulfilled:

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.

QUESTION 10

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

Correct Answer: A

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 campaigns

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QUESTION 11

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.

Correct Answer: C

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

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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

QUESTION 12

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

Correct Answer: AB

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

QUESTION 13

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.

Correct Answer: C

Account Forecasting is a prerequisite feature for using the Advanced Account Forecasting Analytics for Manufacturing app. This app allows users to create holistic forecasts across multiple dimensions and horizons, and analyze their forecast data using dashboards. To enable Account Forecasting, users need to have the Manufacturing Cloud permission set license and the Manufacturing Cloud permission set assigned to them. The other options are not relevant for this requirement. Sales Agreements and Orders are not required for creating and sharing the app, although they can be used as data sources for the forecasts. References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Users and Permissions for Manufacturing Cloud, Use Advanced Account Forecasting Analytics for Manufacturing

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QUESTION 14

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

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

QUESTION 15

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

Correct Answer: CD

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

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