

Salesforce.Premium.Manufacturing Cloud Accredited Professional.69q

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**Exam Code:** Manufacturing Cloud Accredited Professional

**Exam Name:** Manufacturing Cloud Accredited Professional

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## Exam A

### 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 forecasts?

- 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

**Correct Answer: A, B**

**Section:**

**Explanation:**

### 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.

**Correct Answer: B**

**Section:**

**Explanation:**

### 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

**Correct Answer: B**

**Section:**

**Explanation:**

### QUESTION 4

Which object is required to create a Sales agreement?

- A. Account
- B. Contract
- C. Order
- D. Quote

**Correct Answer: C**

**Section:**

**Explanation:**

The object that is required to create a Sales agreement is Contract. A Contract is a document that outlines the terms and conditions of a sales agreement between two parties. It is necessary to create a Contract in order to create a Sales agreement. For more information, please refer to the Salesforce documentation.

### 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**

**Section:**

**Explanation:**

#### QUESTION 6

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

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

**Correct Answer: D**

**Section:**

**Explanation:**

The maximum number of products a sales agreement can have is 1000. You can find more information about Sales Agreement limits in the Salesforce documentation, which can be found here:

[https://help.salesforce.com/articleView?id=sales\\_agreement\\_limits.htm&language=en\\_US&type=0](https://help.salesforce.com/articleView?id=sales_agreement_limits.htm&language=en_US&type=0).

#### 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

**Correct Answer: B, D**

**Section:**

**Explanation:**

#### 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

**Correct Answer: B**

**Section:**

**Explanation:**

#### 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  $\geq$  Jan1 and  $\leq$  Jan31

**Correct Answer: D**

**Section:**

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

#### 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

**Correct Answer: C**

**Section:**

**Explanation:**

#### 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

**Correct Answer: A, C**

**Section:**

**Explanation:**

#### QUESTION 12

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

- A. Propagate to assignments

**Correct Answer: A**

**Section:**

**Explanation:**

#### QUESTION 13

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

**Correct Answer: B**

**Section:**

**Explanation:**

#### QUESTION 14

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

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- 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: B, D**

**Section:**

**Explanation:**

**QUESTION 15**

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

**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 16**

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

**Correct Answer: B, D**

**Section:**

**Explanation:**

**QUESTION 17**

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

**Correct Answer: A, D**

**Section:**

**Explanation:**

**QUESTION 18**

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

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**Correct Answer: A, D, E**

**Section:**

**Explanation:**

**QUESTION 19**

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: C, D**

**Section:**

**Explanation:**

**QUESTION 20**

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)

**Correct Answer: D, E**

**Section:**

**Explanation:**

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**QUESTION 21**

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

**Correct Answer: B, E**

**Section:**

**Explanation:**

**QUESTION 22**

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: A, B**

**Section:**

**Explanation:**

**QUESTION 23**

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?

- A. Automatically from orders through contracts
- B. Manually Using actual orders API
- C. Automatically from direct orders
- D. Manually using APL upload

**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 24**

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

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 25**

Which two statements are correct about sales agreement cloning?

The product details are copied over from the original sales agreement

- A. The new sales agreement is created in draft status
- B. The default start date of the new sales agreement is equal to the start date of the original sales agreement
- C. The new sales agreement is created in activated status
- D. The agreement term details are copied over from the original sales agreement

**Correct Answer: B, C**

**Section:**

**Explanation:**

**QUESTION 26**

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

**Correct Answer: A, B, E**

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**Section:**

**Explanation:**

**QUESTION 27**

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

**Correct Answer: A, E**

**Section:**

**Explanation:**

**QUESTION 28**

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

**Correct Answer: A, B**

**Section:**

**Explanation:**

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**QUESTION 29**

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

**Correct Answer: C, E**

**Section:**

**Explanation:**

**QUESTION 30**

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

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 31**

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

**Correct Answer: C, D**

**Section:**

**Explanation:**

**QUESTION 32**

Manufacturing Cloud supports which two types of Experience Clouds?

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

**Correct Answer: A, B**

**Section:**

**Explanation:**

**QUESTION 33**

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: A, C**

**Section:**

**Explanation:**

**QUESTION 34**

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)

**Correct Answer: C, D**

**Section:**

**Explanation:**

**QUESTION 35**

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: D**

**Section:**

**Explanation:**

**QUESTION 36**

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

**Correct Answer: B, C, E**

**Section:**

**Explanation:**

**QUESTION 37**

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: D**

**Section:**

**Explanation:**

**QUESTION 38**

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

**Correct Answer: A, D, E**

**Section:**

**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](https://help.salesforce.com/articleView?id=tableau_crm_config_wizard.htm&type=5)

**QUESTION 39**

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

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- D. Actual vs Forecasted Revenue
- E. Actual vs Planned Revenue

**Correct Answer: B, D**

**Section:**

**Explanation:**

**QUESTION 40**

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**

**Section:**

**Explanation:**

**QUESTION 41**

The Financial Team at Budger Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate Management. 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.

**Correct Answer: B**

**Section:**

**Explanation:**

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**QUESTION 42**

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

**Correct Answer: A**

**Section:**

**Explanation:**

**QUESTION 43**

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

**Correct Answer: A**

**Section:**

**Explanation:**

**QUESTION 44**

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

**Correct Answer: B**

**Section:**

**Explanation:**

**QUESTION 45**

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.

**Correct Answer: B, C**

**Section:**

**Explanation:**

**QUESTION 46**

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: C, D**

**Section:**

**Explanation:**

**QUESTION 47**

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?
- B. The Sales Agreement that was activated last will be linked to the order.
- C. The Sales Agreement that was activated first will be linked to the order.
- D. The Sales Agreement can only be linked manually to the order.
- E. The Sales Agreement that was selected by custom logic will be linked to the order.

**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 48**

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

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- C. Manually using Actual Orders API
- D. Manually using API upload

**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 49**

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

**Correct Answer: A, C**

**Section:**

**Explanation:**

**QUESTION 50**

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

**Correct Answer: E**

**Section:**

**Explanation:**

**QUESTION 51**

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

**Correct Answer: A, B, C**

**Section:**

**Explanation:**

**QUESTION 52**

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

**Correct Answer: A, B**

**Section:**

**Explanation:**

**QUESTION 53**

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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**

**Section:**

**Explanation:**

**QUESTION 54**

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

**Correct Answer: A**

**Section:**

**Explanation:**

**QUESTION 55**

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

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 56**

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

**Correct Answer: B**

**Section:**

**Explanation:**

**QUESTION 57**

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

**Correct Answer: A**

**Section:**

**Explanation:**

**QUESTION 58**

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

**Correct Answer: C**

**Section:**

**Explanation:**

**QUESTION 59**

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

**Correct Answer: E**

**Section:**

**Explanation:**

**QUESTION 60**

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

**Correct Answer: A, C, D**

**Section:**

**Explanation:**

**QUESTION 61**

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

**Correct Answer: A, C, D**

**Section:**

**Explanation:**

**QUESTION 62**

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

**Correct Answer: B**

**Section:**

**Explanation:**

**QUESTION 63**

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

**Correct Answer: A**

**Section:**

**Explanation:**

**QUESTION 64**

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

**Correct Answer: B**

**Section:**

**Explanation:**

**QUESTION 65**

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.

**Correct Answer: D**

**Section:**

**Explanation:**

**QUESTION 66**

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

**Correct Answer: B, D**

**Section:**

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**Explanation:**

**QUESTION 67**

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.

**Correct Answer: B**

**Section:**

**Explanation:**

**QUESTION 68**

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.

**Correct Answer: B**

**Section:**

**Explanation:**

**QUESTION 69**

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: A

**Correct Answer: A**

**Section:**

**Explanation:**