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QUESTION 1

Universal Containers (UC) is looking to improve visibility into its long-term agreements and forecasts. A business analyst has gathered UC\'s requirements and determined a few key requirements that they need compared to standard functionality.

1.

 UC tracks its long-term agreements by planned quantity and planned revenue at the product category level.

2.

 UC has a custom fiscal year and tracks its forecast weekly.

3.

 UC needs to see the ordered quantity, revenue, shipped quantity, and revenue in its forecast metrics.

4.

 The primary dimension in UC\'s forecasts is the product category.

What should be customized in Manufacturing Cloud to accomplish the business requirements?

A. Sales Agreement Metrics

B. Advanced Account Forecast Fact object

C. Data Processing Engine (DPE) Templates

Correct Answer: C

Data Processing Engine (DPE) Templates: These are predefined templates that define how to transform and aggregate the data from various sources, such as orders, shipments, contracts, or opportunities, into forecast metrics. Universal Containers can customize these templates to include the ordered quantity, revenue, shipped quantity, and revenue as forecast metrics. They can also specify the product category as the primary dimension for their forecasts. The Advanced Account Forecast Fact object is not a customization option in Manufacturing Cloud. It is a standard object that stores the forecast metrics for each account, product, and period combination. It is populated by the DPE jobs based on the DPE templates. Universal Containers can use this object to view and report on their forecast data, but they cannot modify it directly. References: Sales Agreement Metrics Data Processing Engine (DPE) Templates Advanced Account Forecast Fact

QUESTION 2

Which two out-of-the-box Manufacturing Actions can be performed in Process Builder and Flow Builder? (Choose 2)

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: CE

Explanation: Out-of-the-box Manufacturing Actions are predefined actions that you can use in Process Builder and Flow Builder to automate common tasks related to Manufacturing Cloud. There are two out-of-the-box Manufacturing Actions that can be performed in Process Builder and Flow Builder: Mass Update Account Forecast: This action allows you to update multiple account forecasts at once based on specified criteria. You can use this action to change the status, target, or owner of account forecasts in bulk1. Mass Update Sales Agreement: This action allows you to update multiple sales agreements at once based on specified criteria. You can use this action to change the status, owner, or period group of sales agreements in bulk2. References: Mass Update Account Forecasts, Mass Update Sales Agreements

QUESTION 3

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 forecsats? (Choose 2)

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: BC

Explanation: According to the Salesforce Manufacturing Cloud Learning documents, when you select a list view for account forecasts, you can share it with a group of users or with specific account owners. This allows the account managers to generate forecasts based on the data in the selected list view. References: Set Up Users and Permissions for Manufacturing Cloud Create and Edit Permission Set List Views Edit Permission Sets from a List View Edit Multiple Profiles with Profile List Views

QUESTION 4

Universal Containers (UC) has been in the manufacturing industry for many years. The industry has become much more volatile over the years. UC is looking to implement Manufacturing Cloud to manage this volatility.

Which specific business challenge does the implementation of Manufacturing Cloud tackle?

A. Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders

B. Connecting stakeholders and assets for real-time collaboration in the field

C. Connecting to potential buyers and predicting the likelihood of a sale

Correct Answer: A

Explanation: Manufacturing Cloud is a Salesforce solution that helps manufacturers to improve their sales forecasting and planning processes, and to collaborate more effectively with their customers and channel partners. Manufacturing Cloud tackles the specific business challenge of gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders. By using Manufacturing Cloud, manufacturers can: Create and manage sales agreements that reflect the negotiated terms and conditions with their customers, such as products, prices, quantities,

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and delivery schedules. Track the actual sales performance and compliance metrics of each sales agreement, and compare them with the forecasted values and targets. Use account-based forecasting to generate accurate and realistic sales forecasts based on the input from account managers, customers, and channel partners. Use Tableau CRM for Manufacturing to analyze and visualize the sales data and trends, and to identify risks and opportunities for improvement. Use MuleSoft to integrate Manufacturing Cloud with other systems, such as ERP, CRM, or PLM, and to ensure data consistency and quality across the enterprise. References: : What Is Manufacturing Cloud? - Salesforce : Manufacturing Cloud Basics Unit | Salesforce Trailhead

QUESTION 5

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? (Choose 2)

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: CD

Explanation: The `Delete sales agreement\\' profile permission allows users to delete sales agreements that are not active. Only users with this permission will see the `Delete\\' option on the sales agreement record header. Account owners or other users without this permission cannot delete sales agreements, regardless of their status. Sales agreements with any status, including active ones, can be deleted by users with this permission, unless they have associated products. References: Set Up and Configure Sales Agreements Delete a Sales Agreement

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