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QUESTION 1

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

QUESTION 2

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: BC

QUESTION 3

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 if 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



QUESTION 4

Manufacturing Cloud supports which two types of Experience Clouds?

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

Correct Answer: AB

QUESTION 5

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: BC

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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