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QUESTION 1

Which two methods can be used to recalculate payouts after the payout period is closed? (Choose 2)

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: AC

Explanation: Rebate payouts are calculated based on the actuals and benefits of a rebate program. If the payout period is closed, the payouts are locked and cannot be edited. However, there are two methods to recalculate payouts after the payout period is closed: Recalculate payouts due to changed benefits: This method is used when the benefits of a rebate program are changed after the payout period is closed. The system recalculates the payouts based on the new benefits and creates a charge or credit record to reflect the difference between the old and new payouts. Recalculate payouts with no charge in benefits: This method is used when the benefits of a rebate program are not changed, but the actuals are updated after the payout period is closed. The system recalculates the payouts based on the updated actuals and creates acharge or credit record to reflect the difference between the old and new payouts. References: Rebate Payouts, Rebate Charges and Credits

QUESTION 2

Which two permission sets will allow an Admin to set up Tableau CRM for Manufacturing? (Choose 2)

A. Manufacturing Einstein Admin

B. Tableau CRM Plus Admin

C. Manufacturing Analytics Admin

D. Einstein Analytics Plus User

E. Manage Analytics

Correct Answer: BC

Explanation: To set up Tableau CRM for Manufacturing, the admin needs two permission sets: Tableau CRM Plus Admin and Manufacturing Analytics Admin. The Tableau CRM Plus Admin permission set license gives the admin access to Tableau CRM features and dataflows. The Manufacturing Analytics Admin permission set gives the admin access to the Manufacturing Analytics app and its datasets, dashboards, and lenses. The admin also needs to assign the Manufacturing Analytics User permission set to the users who need to view the Manufacturing Analytics app. References: : CRM Analytics Administration for Manufacturing Cloud | Salesforce Trailhead : Set Up Users and Permissions for Manufacturing Cloud - Salesforce

QUESTION 3

Many of Universal Containers\\' management teams must travel to different production facilities as part of their regular work. They require access to features on their desktop and mobile devices to view and approve sales agreements.

What is an important consideration to keep in mind when preparing and conducting testing?

A. The Mobile User permission must be assigned to the test users.

B. Sales Agreement features are not available on mobile devices, but approvals can be done via email.

C. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is required.

Correct Answer: A

Explanation: The Mobile User permission is required for users to access Salesforce features on their mobile devices, such as the Salesforce app. This permission enables users to log in to the app and sync data between their devices and Salesforce. Therefore, when preparing and conducting testing for Manufacturing Cloud for mobile, it is important to assign the Mobile User permission to the test users, so that they can view and approve sales agreements on their mobile devices. References: [Salesforce Mobile App Basics], [Assign the Mobile User Permission]

QUESTION 4

The warranty claim adjudicators on Universal Containers\\' global warranty team need visibility to all the claim-related data on a single page. This includes information on whether the asset is covered under warranty and a detailed breakup in terms of replaced parts and labor costs.

Which of the following permission set licenses do the claims adjudicators need for this?

A. Service Console for Manufacturing and Warranty Lifecycle Management Psl

B. Industry Service Excellence and Warranty Lifecycle Management Psl

C. Warranty Lifecycle Management Psl and Claims Management Foundation

Correct Answer: A

The warranty claim adjudicators need the Service Console for Manufacturing permission set license and the Warranty Lifecycle Management Psl permission set license to access all the claim-related data on a single page. These permission

set licenses provide the following access:

Service Console for Manufacturing: This permission set license gives access to the Service Console app, which is a customized version of the standard Service Console that includes Manufacturing Cloud objects and components. The

Service Console app provides a unified view of the customer service lifecycle, including engagements, cases, field service events, assets, warranties, and claims. Warranty Lifecycle Management Psl: This permission set license gives access

to the Warranty Lifecycle Management app, which is a specialized app for managing warranty programs and claims. The Warranty Lifecycle Management app provides a comprehensive view of the warranty terms, coverage, claims, payouts,

and insights.

References: Service Console for Manufacturing Permission Set License, Warranty Lifecycle Management Psl

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Permission Set License

QUESTION 5

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template? (Choose 2)

A. Rebate Management

B. Sales Agreements

C. Account Based Forecasts

D. Account Manager Targets

Correct Answer: BC

Sales Agreements are a core functionality of Manufacturing Cloud for Sales, which allows manufacturers to manage their long-term negotiated business with customers and distributors. Sales Agreements capture the pricing, volumes, and

order realization data of run-rate business, and enable accurate forecasting and demand planning1.

Account Based Forecasts are another key functionality of Manufacturing Cloud for Sales, which allows manufacturers to align sales and operations teams with a common view of the market demand. Account Based Forecasts enable strategic

planning and precise input into the sales and operations planning process with operational forecast flexibility by any dimension1. References:

1: The CRM Analytics for Manufacturing Template - Salesforce

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