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QUESTION 1

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

QUESTION 2

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

Correct Answer: ADE

QUESTION 3

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: AB

QUESTION 4

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: AD

QUESTION 5

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

QUESTION 6

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: CE

QUESTION 7

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 a new 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

QUESTION 8

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 a record trigger on Account Product period Forecast (APPF)

Correct Answer: DE

QUESTION 9

Which three permission sets 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: BCE

QUESTION 10

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

QUESTION 11

Manufacturing Cloud supports which two types of Experience Clouds?

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

Correct Answer: AB

QUESTION 12

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: ADE

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

QUESTION 13

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

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



D. 1000

Correct Answer: D

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.

QUESTION 14

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: ACD

QUESTION 15

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

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