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QUESTION 1

Which two list views are provided by default to filter account manager targets by the assigned user? (Choose 2)

- A. Active Targets
- B. Pending Targets
- C. Assigned by Me
- D. Assigned to Me
- E. Assigned by Manager

Correct Answer: CD

Explanation: Manufacturing Cloud provides two list views by default to filter account manager targets by the assigned user. The list views are:

Assigned by Me: This list view shows all the account manager targets that you have created and assigned to other users³.

Assigned to Me: This list view shows all the account manager targets that have been assigned to you by other users³.

References: Filter Account Manager Targets with List Views

QUESTION 2

An administrator has completed the data migration from a client's legacy system to Manufacturing Cloud. The client wants to ensure all Advanced Account Forecast calculations are correct and the data has been properly migrated.

How should the administrator reassure the client that data has been accurately calculated?

- A. Use Data Loader to generate a .csv file and manually compare it to import files.
- B. Launch the calculations of the Advanced Account Forecast and compare the values with the legacy system.
- C. Request the users to verify the Advanced Account Forecast values of their accounts.

Correct Answer: B

Explanation: The best way to reassure the client that the data has been accurately calculated and migrated is to launch the calculations of the Advanced Account Forecast and compare the values with the legacy system. The calculations of the Advanced Account Forecast are triggered by the Data Processing Engine, which transforms and aggregates the data from various sources, such as orders, opportunities, sales agreements, and external data, into the Advanced Account Forecast Fact object. The calculations can be launched manually or scheduled to run at a specified frequency. By comparing the values of the forecast measures, such as forecasted quantity and forecasted revenue, with the legacy system, the administrator can verify that the data migration was successful and that the formulas and definitions used for the calculations are correct. References: Launch Calculations of the Advanced Account Forecast, Advanced Account Forecasting



QUESTION 3

In Salesforce Manufacturing Cloud, why is it important to validate the functionality against business process flows during implementation or system updates?

- A. To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization
- B. To optimize and streamline the manufacturing operations by leveraging the full capabilities of Salesforce Manufacturing Cloud
- C. To improve user adoption and satisfaction by customizing the system to match the organization's unique business requirements

Correct Answer: A

Explanation: Validating the functionality against business process flows is important to ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization. Business process flows are the sequences of steps and actions that define how the organization operates and delivers value to its customers. By testing the system against the business process flows, the organization can verify that the system meets the expected outcomes, complies with the business rules and logic, and handles the exceptions and errors properly. This can help to avoid any discrepancies, inefficiencies, or failures in the system that can affect the manufacturing performance and customer satisfaction. References: : Manufacturing Cloud Implementation Guide - Salesforce : Business Process Testing - Salesforce

QUESTION 4

Which two statements are correct about sales agreement cloning? (Choose 2)

- A. The product details are copied over from the original sales agreement
- 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: AB

Explanation: Sales agreement cloning is a feature that allows the user to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for the same or different accounts. When the user clones a sales agreement, the following statements are correct: The product details are copied over from the original sales agreement. This includes the product name, category, quantity, price, and discount percentage. The user can edit these details as needed in the new sales agreement. The new sales agreement is created in draft status. This means that the new sales agreement is not yet active and does not affect the account forecast or the sales agreement performance. The user can review and modify the new sales agreement before submitting it for approval and activation. The other statements are not correct, as they do not reflect the sales agreement cloning behavior. When the user clones a sales agreement, the following statements are false: The default start date of the new sales agreement is equal to the start date of the original sales agreement. This is not true, as the default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The user can change the start date as needed in the new sales agreement. The new sales agreement is created in activated status. This is not true, as the new sales agreement is created in draft status, not activated status. The user needs to submit the new sales agreement for approval and activation before it becomes effective and impacts the account forecast and the sales agreement performance. The agreement term details are copied over from the original sales agreement. This is not true, as the agreement term details are not copied over from the original sales agreement. The



agreement term details are the periods and metrics that define the sales agreement performance and forecast. The user needs to create and configure the agreement term details for the new sales agreement separately. References: Clone a Sales Agreement, Sales Agreement Fields

QUESTION 5

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

Explanation: Email Notifications are the out-of-the-box Manufacturing Cloud function that can be used to notify users if automated processes fail. You can configure the email recipients for flow and process errors in the Process Automation Settings page. By default, the email notifications are sent to the admin who last modified the flow or process, but you can also add additional users or groups to receive the error emails³. The email notifications contain detailed information about the error, such as the flow or process name, the record ID, the element name, and the error message⁴.

References: Select Flow and Process Error Email Recipients, Troubleshoot Flow Errors

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