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QUESTION 1

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

Explanation: To add products to an order that is on an active sales agreement, the order must be in Draft status. This is because only draft orders can be edited and associated with a sales agreement. Once the order is approved, it becomes read-only and cannot be modified or linked to a sales agreement1. References: Add Products to an Order

QUESTION 2

Universal Containers just went live with Manufacturing Cloud. The administrator has been tasked with uploading sales agreement data into the system.

In which order does the administrator need to approach this task for a complete and accurate representation of sales transactions?

A. Insert Sales Agreements, Insert Sales Agreement Products, Insert Sales Agreement Product Schedule

B. Insert Sales Agreements, Insert Sales Agreement Products, Update Sales Agreement Product Schedule

C. Update Sales Agreements, Update Sales Agreement Products, Update Sales Agreement Product Schedule

Correct Answer: A

Explanation: To upload sales agreement data into Manufacturing Cloud, the administrator needs to follow a specific order of operations to ensure data integrity and avoid errors. The order of operations is based on the dependencies and

relationships among the objects involved in sales agreements. The objects are:

Sales Agreement: This object represents the negotiated business transaction between an account and a manufacturer. It contains information such as the account, the product level, the actuals calculation mode, the start and end dates, the

status, and the approval process.

Sales Agreement Product: This object represents the product that is part of the sales agreement. It contains information such as the product, the quantity, the revenue, and the metrics.

Sales Agreement Product Schedule: This object represents the planned quantity and revenue for each product in each period of the sales agreement. It contains information such as the product, the period, the quantity, the revenue, and the

metrics.

The administrator needs to insert the sales agreement records first, as they are the parent records of the sales agreement products and schedules. The administrator also needs to insert the sales agreement products before the sales

agreement product schedules, as the schedules are the child records of the products. The administrator can use the Data Loader tool or the API to insert the data in batches. The administrator can also use the Mass Update Sales Agreement

action to update the sales agreement data in bulk1.

QUESTION 3

A consultant is with an organization that doesn\\'t currently have Manufacturing Cloud, and its data lives inside an Enterprise Resource Planning (ERP) system. The organization would like to utilize Sales Agreements for Accounts. The Product Level for the sales agreements will be Product, and the Actuals Calculation Mode will be Automatically from Direct Orders. Historical data from the ERP system will be synchronized to Salesforce prior to activating Sales Agreements.

Which data items must a consultant consider when creating sales agreements from historical data for a Manufacturing Cloud solution?

A. Accounts, Orders, Order Lines, Products

B. Accounts, Orders, Order Lines, Invoices

C. Accounts, Orders, Order Lines, Opportunities

Correct Answer: A

Explanation: To create sales agreements from historical data for a Manufacturing Cloud solution, the consultant must consider the data items that are required for the sales agreement object and its related objects. The sales agreement object requires an account, a product level, and an actuals calculation mode. The related objects include the sales agreement term object, which stores the planned quantity and revenue information for each product, and the account product period forecast object, which stores the actual quantity and revenue information for each product in each period. The actual quantity and revenue are derived from the orders and order lines associated with the sales agreement. The products are also required to identify the products that are part of the sales agreement. Therefore, the data items that must be considered are accounts, orders, order lines, and products. References: Sales Agreement Object, Sales Agreement Term Object, Account Product Period Forecast Object

QUESTION 4

A client has provided a list of unstructured, unprioritized requirements. What should a consultant do to advance to the next step of the project?

A. Prepare a template with the requirements and their associated priority, and work with the client to evaluate each item.

B. Write a Solution Design Document detailing the required technical solution to answer the list of requirements.

C. Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.

Correct Answer: A

Explanation: A list of unstructured, unprioritized requirements is not sufficient to proceed to the next step of the project, which is the solution design. The consultant needs to work with the client to structure, prioritize, and validate the requirements, and to align them with the business objectives and the Manufacturing Cloud capabilities. A possible approach is to prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. The priority can be based on factors such as the business value, the urgency, the complexity, the dependency, and the risk of each requirement. The template can also include other information, such as the scope, the acceptance criteria, the assumptions, and the dependencies of each requirement. By using this approach, the consultant can ensure that the requirements are clear, complete, and feasible, and that they reflect the client\\\'s needs and expectations. References: [Salesforce Manufacturing Cloud Implementation Guide], [Gather Requirements]

QUESTION 5

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

A. It tracks product growth trends

B. It tracks performance against account manager targets

C. It tracks inventory utilization for a defined time frame

D. It tracks account revenue growth against goals

E. It tracks against product margin targets

Correct Answer: A

Explanation: The time series projection feature in Tableau CRM for manufacturing provides data insights by tracking product growth trends. It uses historical data and machine learning to forecast future product demand and revenue. You can use this feature to analyze how your products are performing over time, identify seasonal patterns, and compare different scenarios. You can also adjust theforecast parameters, such as confidence interval, seasonality, and projection period, to suit your business needs. References: Time Series Forecasting Transformation: Forecast Measures

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