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QUESTION 1

Universal Containers (UC) is implementing Advanced Account Forecasting for its national business. UC has three primary product materials it wants to forecast for each of its key distribution partners. Each of UC's individual products has one of these material attributes on its record, but UC doesn't need to see the product detail in its forecast.

What should the administrator do to meet these business requirements?

- A. Add custom Material dimension to Forecast Fact and Forecast Set. Update the DPE definitions to aggregate the data at the distribution partner level.
- B. Configure a custom Forecast Context. Create new DPE definitions from scratch.
- C. Add custom Material dimension to Forecast Fact and Forecast Set. Clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics.

Correct Answer: C

Explanation: To meet the business requirements of forecasting by product material for each distribution partner, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This dimension can store the material attribute of each product and allow the users to filter and group the forecast data by material. The administrator should also clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics. The DPE definitions are the logic that transforms the source data into the forecast data. By cloning the standard definitions, the administrator can leverage the existing logic and modify it to include the custom Material dimension. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch. References: : Create Custom Dimensions for Account-Based Forecasting - Salesforce : Create Custom Metrics for Account-Based Forecasting - Salesforce : Data Processing Engine (DPE) Definitions for Account-Based Forecasting - Salesforce

QUESTION 2

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

Explanation: The minimum and maximum range values of a rebate type benefit define the threshold of the attainment metric for the benefit to apply. The values must be in ascending order and cannot overlap with other ranges. Therefore, the sequence of 0 to 100, 101 to 200, 201 to 300, and 301 to 400 would be valid, as each range is distinct and sequential. References: Rebate Management Basics > Create and Manage Rebate Programs > Create a Rebate Type Benefit

QUESTION 3



When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

- A. No action required, changes are reflected automatically
- B. Update to Assignments
- C. Refresh Assignments
- D. Recalculate Assignments
- E. Propagate to Assignments

Correct Answer: C

Explanation: When a target is changed in Account Manager Targets, the account manager must refresh the assignments to reflect the change to the account manager assignment values. Refreshing assignments updates the assignment values based on the latest target values and target distributions. The account manager can also refresh assignments when the account manager hierarchy changes or when the account manager wants to recalculate the assignment values based on the latest data. References: Set Up and Configure Account Manager Targets, Refresh Assignments

QUESTION 4

An organization would like to show its account managers specific data points for Sales Agreements terms based on business needs.

What is the first step in providing these insights to the account reps?

- A. Enabling custom metrics
- B. Allowing account reps to add agreement terms
- C. Enabling metric groups

Correct Answer: A

Explanation: Custom metrics are a feature of Manufacturing Cloud that allows organizations to define and track additional data points for sales agreements terms based on their business needs. Custom metrics can be used to capture information such as cost, profit, margin, inventory, etc. for each product and time period in a sales agreement. To enable custom metrics, the admin must first create custom fields on the Agreement Term object and then add them to the Agreement Term page layout. The account reps can then enter or edit the values for the custom metrics on the sales agreement record. The custom metrics can also be displayed on the sales agreement list view and the account forecast page. References: Create Custom Fields to Capture Cost and Profit Metrics, Get Started with Sales Agreements

QUESTION 5

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

- A. 1500
- B. 500



C. 100

D. 1000

Correct Answer: A

Explanation: A sales agreement can have a maximum of 1500 products or product categories. If you want to increase the limit, you need to contact Salesforce Customer Support. Note that having a large number of products or categories and schedules can affect system performance. References: Considerations for Working with Manufacturing

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