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QUESTION 1

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 2

Which method can be used to calculate Actuals for sales agreements?

- A. Automatically from contracts through orders.
- B. Manually using api upload
- C. Automatically from orders through contracts
- D. Automatically from direct orders
- E. Automatically from direct contracts

Correct Answer: C

Sales agreements can be automatically calculated from orders through contracts. This method allows for the actuals to be calculated in real-time, which is useful for tracking performance against the agreement. Additionally, this method allows businesses to quickly adjust their sales agreements based on the actual performance of their orders.

QUESTION 3

Universal container wants to enter a sales agreement for Widget A, Which three minimum data element required on sales agreement

- A. Opp, Pricebook, Product
- B. Account, Opp, Contracts
- C. Account, Price book, Product
- D. Account, Product, Orders

Correct Answer: C



QUESTION 4

Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

- A. Replace with
- B. Decrease by
- C. Update with
- D. Multiple by
- E. Increase by

Correct Answer: ABE

QUESTION 5

What is required before the Analytics for Manufacturing App can be created?

- A. At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.
- B. Refresh Sales Agreement(s) to be analyzed.
- C. Refresh Forecast(s) to be analyzed.
- D. At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.

Correct Answer: A

QUESTION 6

Which two objects do not support triggers?

- A. Account Forecast Adjustments (AFA)
- B. Account Forecast (AF)
- C. Account Product Period Forecast (APPF)
- D. Account Product Forecast (APF)

Correct Answer: CD

QUESTION 7

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 8

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

QUESTION 9

Which two key performance indicators can be calculated on the Forecast Analysis dashboard in Tableau CRM for Manufacturing?

- A. Average Price
- B. Days Remaining
- C. Mean absolute percentage error in the forecast
- D. Actual vs Forecasted Revenue
- E. Actual vs Planned Revenue

Correct Answer: BD

QUESTION 10

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer. Each agreement contains Product A. Via manual API upload, a new order containing Product A comes in for the current quarter.

Which Sales Agreement will this new order be linked to?

- A. The Sales Agreement that was activated last will be linked to the order.



- B. The Sales Agreement that was activated first will be linked to the order.
- C. The Sales Agreement can only be linked manually to the order.
- D. The Sales Agreement that was selected by custom logic will be linked to the order.

Correct Answer: D

QUESTION 11

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 12

Where would a consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities be found?

- A. Rebate Management in Manufacturing Cloud
- B. Sales Agreement in Manufacturing Cloud
- C. Account Based Forecast in Manufacturing Cloud
- D. Account Manager Targets in Manufacturing Cloud
- E. Contracts in Manufacturing Cloud

Correct Answer: B

QUESTION 13



In Tableau CRM for manufacturing which security predicate ManagerId

- A. use Role Hierarchy
- B. Manufacturing Cloud Hierarchy
- C. Account Hierarchy
- D. Row level Sharing for territories
- E. Use Manager Hierarchy

Correct Answer: E

QUESTION 14

Badger Power is using Manufacturing Cloud. Forecasts have been set up and generated for all of their accounts. The forecast formula was recently adjusted to reflect Opportunity Probability. Which action will this trigger?

- A. Recalculation of all active forecast(s).
- B. Recalculation of all forecast(s).
- C. Regeneration of all forecast(s).
- D. Regeneration of all active forecast(s).

Correct Answer: A

QUESTION 15

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: E

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