

MANUFACTURING-CLOUD- PROFESSIONAL^{Q&As}

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QUESTION 1

Which three actions are available when using the Mass Update function to update multiple values of a single metric of a Sales Agreement in the Sales Agreement Terms tab?

- A. Decrease By
- B. Update With
- C. Increase By
- D. Replace With
- E. Multiply By

Correct Answer: ACD

QUESTION 2

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 3

Universal Containers is using Sales Agreements and does not want to bring actual orders data into Salesforce. However, they want to use the actual orders data to analyze the effectiveness of their sales agreements.

Which Actuals Calculation option in the Sales Agreement Setup must be selected?

- A. Automatically from direct orders.
- B. Automatically from orders through contracts
- C. Manually using Actual Orders API
- D. Manually using API upload

Correct Answer: D

QUESTION 4

What is required before the analytics for manufacturing App can be created?

- A. Refresh sales agreements to be analyzed
- B. At least dashboard must exist in each of the manufacturing cloud objects to be analyzed
- C. Refresh forecasts to be analyzed
- D. At least one record must exist in each of the Manufacturing cloud objects to be analyzed

Correct Answer: D

QUESTION 5

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

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