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QUESTION 1

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, 101 to 200, 201 to 300, 301 to 400

B. 0 to 100, 100 to 200, 200 to 300, 300 to 400

C. Less than 100, Less than 200, Less than 300, Less than 400

D. Greater than 100, Less than 200, Less than 300, Less than 400

Correct Answer: A

QUESTION 2

An Admin is creating an app from the Analytics for manufacturing template in Tableau CRM for Manufacturing. Which
Rebate Management object supports custom fields for rebate program(s) analysis?

A. Program Rebate Type Benefit

B. Program Rebate Type

C. Rebate Program

D. Rebate Member Product Aggregate

Correct Answer: D

QUESTION 3

An Account Manager edits the account and market growth percentage values and triggers a forecast recalculation.
When will these new values be used in forecasting the future periods?

A. When the forecast is calculated for the first time.

B. When anew forecast is generated for the account.

C. When the Account Manager is the Account owner.

D. When account and market growth percentages are used in the forecast formula.

Correct Answer: B

QUESTION 4

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

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A. Active Targets

B. Pending Targets

C. Assigned by Me

D. Assigned to Me

E. Assigned by Manager

Correct Answer: CD

QUESTION 5

Badger Power is using Manufacturing Cloud. Forecasts have been set up and generated for all of their accounts. The forecast formula was recently adusted 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 6

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

QUESTION 7

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 if their sales agreements. Which actual calculation option in the sales agreement setup must be selected?

A. Automatically from orders through contracts

B. Manually Using actual orders API

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C. Automatically from direct orders

D. Manually using APL upload

Correct Answer: D

QUESTION 8

When list views are selected for account forecasts, which two permissions options may be based on the list view so the Account managers can generate forecsats?

A. All users can see the list views

B. Share list view with group of users

C. Share list view with account owners

D. All users above hierarchy can see this list views

Correct Answer: AB

QUESTION 9

When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

A. Only approved sales agreements in the Salesforce org will be considered.

B. All sales agreements within the generation period will be considered.

C. No sales agreements will be considered.

D. All active and expired sales agreements will be considered.

E. Only sales agreements with approved adjustments in the Salesforce org will be considered.

Correct Answer: D

QUESTION 10

If an organization would like to apply a rebate program to more than one account, which course of action should be taken to accomplish this requirement?

A. Create a new rebate program for each account

B. Add each account to the rebate benefits related list to the rebate program

C. Add each account to the members related list on the rebate program

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Correct Answer: C

QUESTION 11

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 12

Which two options can be used to populate a custom metric so that it shows on forecast grid?

A. Implement a record trigger flow on Account Product Forecast (APF)

B. Implement an apex trigger on Account Product Forecast (APF)

C. Used to recalculate all forecast button on the account forecast settings page

D. Implement an apex trigger on Account Product period Forecast (APPF)

E. Implement an record trigger on Account Product period Forecast (APPF)

Correct Answer: DE

QUESTION 13

When Using the Time Period filter on a sales agreement record page, Which options are available?

A. Range

B. Set Periods

C. Custom

D. Current Period

E. Fiscal Year

Correct Answer: A

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QUESTION 14

Which three permission set are available with Manufacturing Cloud?

A. Manufacturing Price Book

B. Manufacturing Account Forecast

C. Manufacturing Sales Agreements

D. Manufacturing Sales Orders

E. Manufacturing Account Manager Target

Correct Answer: BCE

QUESTION 15

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: D

This feature enables businesses to compare the actual performance of their accounts against their sales goals and identify areas where additional effort is needed to maximize revenue. Additionally, this feature can help businesses identify and analyze trends in their sales performance over time, enabling them to make data-driven decisions to optimize their sales strategy.

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