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- A. 1500
- B. 500
- C. 100
- D. 1000

Answer: A

Explanation:

A sales agreement is a record that captures the terms and conditions of a long-term or run-rate business relationship between a manufacturer and a customer. It can include products, product categories, prices, volumes, schedules, and other details. A sales agreement can have a maximum of 1500 products or product categories and 72 schedules. Contact Salesforce support if you want to increase the limits. Note that having a large number of product or product categories and schedules can affect system performance¹. References: Considerations for Working with Manufacturing

NO.7 Which two list views are provided by default to filter account manager targets by the assigned user?

- A. Active Targets
- B. Pending Targets
- C. Assigned by Me
- D. Assigned to Me
- E. Assigned by Manager

Answer: C D

Explanation:

Account manager targets are records that represent the revenue goals for account managers. They can be filtered by different criteria using list views. By default, Salesforce Manufacturing Cloud provides two list views to filter account manager targets by the assigned user: Assigned by Me and Assigned to Me. Assigned by Me shows the targets that the current user has created and assigned to other users. Assigned to Me shows the targets that the current user owns and is responsible for achieving. References: Learn About Manufacturing Cloud and Explore, Filter Account Manager Targets with List Views

NO.8 Universal Containers (UC) is preparing to roll out its new Manufacturing Cloud. UC has asked a group of end users to conduct preliminary testing. A group of 12 users is conducting testing and must give the go-ahead to deploy all settings to the production environment.

Which items are necessary to conduct proper testing?

- A. Process scripts; Sandbox access; Communication guidelines
- B. Sandbox access; Test data; Process scripts
- C. Profile configuration; Process scripts; User permissions

Answer: A

Explanation:

To conduct proper testing of Manufacturing Cloud, the end users need the following items:

Sandbox access: A sandbox is a copy of the production environment that allows users to test changes and features without affecting the live data. Manufacturing Cloud offers different types of sandboxes for different testing purposes, such as learning, pre-release, and base¹².

Test data: Test data is a set of realistic and representative data that is used to simulate the actual

record and resubmit it.

B. Enable the partner to upload scanned images of their customer invoices from the partner Experience Cloud and convert the images into text, which can then be loaded into the Salesforce standard Invoice object.

C. Configure an EDI Business to Business (B2B) integration to the partner's Enterprise Resource Planning (ERP) system using MuleSoft or other middleware to transfer the data from the partner's system to the Salesforce Utilize a flow to accept or reject individual records, and provide a response back to the partner using the same EDI B2B connection.

Answer: C

NO.12 Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

A. Leverage the manufacturing experience cloud template to set up a secure site for collaboration

B. Leverage the salesforce site manufacturing cloud template to set up a secure site for collaboration

C. Leverage my domain to set up a secure site for collaboration

D. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration

Answer: A

Explanation:

Manufacturing Cloud comes with a predefined manufacturing partner template that can help manufacturers collaborate efficiently with their channel partners on sales agreements, forecasts, leads, and opportunities. The manufacturing partner template is a responsive portal that provides partners with access to knowledge articles, dashboards, and reports. Partners can also update products, prices, quantities, and adjustments on sales agreements, as well as view and edit account forecasts. The manufacturing experience cloud template is built on Experience Cloud, which allows you to customize the site with branding, themes, components, and pages.

You can also assign user permissions and roles for the site to control the access and visibility of your partners. References: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.

com, Simplify Partner Engagement: A Guide for Manufacturers

NO.13 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

Answer: A B E

Explanation:

When using the mass update multiple values of a single metric of a sales agreement terms tab, the three actions that are available are: replace with, decrease by, and increase by. These actions allow the user to update the values of a metric across multiple periods and products in a sales agreement. For example, the user can replace the forecasted quantity of a product with a new value, or increase the discount percentage of a product by a certain amount. The other options, update with and

