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Question: 1

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

Answer: AB

Explanation:
To ensure key account managers can generate forecasts using list views for account forecasts, it's crucial that either "All users can see this list view" or "Share list view with groups of users" is selected for the list views. This setting allows for the appropriate visibility and access required for generating accurate and comprehensive forecasts. This is essential for maintaining the integrity and effectiveness of the forecasting process within Salesforce Manufacturing Cloud .

Question: 2

An admin wants to create new custom metric on the Account product period forecast component . What need to be done to make the metric available on the Account forecast component?

A. Create a custom field on Account Forecast, create a custom of field on account product, map both of new fields in the account forecast setting page.
B. Create a custom of field on account product period forecast, , create a custom of field on account product forecast, map both of new fields in the account forecast setting page.
C. Create a custom of field on Sales agreement product, Create a custom of field on Sales agreement product period, map both of new fields in the Sales agreement setting page
D. Create a custom of field on account forecast adjustment, Create a custom of field on account forecast adjustment period, map both of new fields in the account forecast setting page.

Answer: B

Explanation:
According to the Salesforce Manufacturing Cloud documentation, to create a new custom metric on the Account product period forecast component, you need to create a custom field on the Account Product

Period Forecast object and another custom field on the Account Product Forecast object. Then, you need to map both of these fields in the Account Forecast setting page. This will allow you to add the custom metric to the Forecast tab of an account and track it along with the standard metrics1. Reference: 1: Create Custom Fields for Account Product Forecast and Account Product Period
Forecast Objects

Question: 3

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

Answer: D

Explanation:
One of the methods to calculate Actuals for sales agreements is to automatically derive them from direct orders. A direct order is an order that is created from the related list of a sales agreement record. A daily automated process calculates the product quantity fulfilled in each activated order, and then updates that quantity in the sales agreement. This method allows you to track the actual performance of your sales agreements based on the orders placed by your customers or partners. You can also use other methods to calculate Actuals, such as importing quantities from external sources, or using orders
associated with contracts. Reference: Create Orders to Calculate Sales Agreement Actuals, How Are Sales Agreement Actuals Calculated?

Question: 4

Which object is required to create a Sales agreement?

A. Account
B. B)
C. Contract
D. Order
E. Quote

Answer: A

Explanation:
A sales agreement is a long-term agreement between a buyer and a seller to negotiate price and

volume of products. To create a sales agreement in Salesforce Manufacturing Cloud, you need to have an account object that represents the buyer. The account object stores the information about the customer, such as name, address, contact, industry, and so on. You can also associate a contact object with the account to specify the person who is responsible for the sales agreement. Other objects that are related
to the sales agreement are sales agreement product, sales agreement product schedule, sales agreement line item, and sales agreement forecast. Reference: SalesAgreement | Manufacturing Cloud
Developer Guide | Salesforce Developers, Sales Agreements and Forecasting in Manufacturing Cloud | Salesforce Module, Convert Opportunity to Sales Agreements in Salesforce Manufacturing Cloud

Question: 5

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

Answer: A B D

Explanation:
The Time Period filter on a sales agreement record page allows you to view the sales agreement terms and schedules for different time periods. You can choose from three options: Range, Set Periods, and Current Period. Range lets you specify a start and end date for the filter. Set Periods lets you select up to eight periods from a list of predefined periods, such as quarters, months, or weeks. Current Period shows the current period based on the sales agreement's period type and start date. Custom and Fiscal Year are not available options for the Time Period filter. Reference: = Filter Sales Agreement Schedules by
Time Period, Filter Sales Agreement Terms by Products or Categories

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