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Question 1

Question Type: MultipleChoice

Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

Options:

- 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

Question 2

Question Type: MultipleChoice

What is the purpose of defining the renewal days for sales agreement

Options:

- A- Determines the beginning of the sales agreement
- B- Determines the beginning of the renewal period
- C- Determines the end of the sales agreement
- D- Determines the end of the sales agreement

Answer:

B

Question 3

Question Type: MultipleChoice

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

Options:

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

Answer:

C

Question 4

Question Type: MultipleChoice

A manufacturing cloud user is in the process of adding products to an order that is on active sales agreement. Which status the order be in , to make the addition

Options:

- A- Approved

B- Pending

C- Active

D- Draft

Answer:

D

Question 5

Question Type: MultipleChoice

Which two statements are true, if an org hits the account product period forecast record limit?

Options:

A- New Products cannot be added to account forecasts

B- New products are not added when recalculating a single account forecast or recalculating all account forecasts

C- New products added to account forecasts will not be included in recalculations

D- The add products option will no longer appear on the agreement terms tab

Answer:

A, B

Question 6

Question Type: MultipleChoice

Which data load sequence should be followed when loading data into Sales agreement?

Options:

- A- Sales Agreement
- B- Sales Agreement Product
- C- Sales Agreement Product schedule

Answer:

A, B, C

Question 7

Question Type: MultipleChoice

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?

Options:

- A- 0 to 100
- B- 101 to 200
- C- 201 to 300
- D- 301 to 400

Answer:

A

Question 8

Question Type: MultipleChoice

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

Options:

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

Answer:

C

Question 9

Question Type: MultipleChoice

What is the purpose of defining the renewal days for sales agreement

Options:

- A- Determines the beginning of the sales agreement
- B- Determines the beginning of the renewal period
- C- Determines the end of the sales agreement
- D- Determines the end of the sales agreement

Answer:

B

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