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QUESTION 1

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

Correct Answer: CD

QUESTION 2

If the team member hierarchy type is changed in account manager targets, which statement is accurate?

- A. No change to existing targets
- B. All the existing targets become read only
- C. All the existing targets turn to draft status
- D. All the existing targets have to be reapproved based on the new hierarchy

Correct Answer: B

QUESTION 3

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 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 two statements are correct about sales agreement cloning?

- A. The product details are copied over from the original sales agreement
- B. The new sales agreement is created in draft status
- C. The default start date of the new sales agreement is equal to the start date of the original sales agreement
- D. The new sales agreement is created in activated status
- E. The agreement term details are copied over from the original sales agreement

Correct Answer: BC

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