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QUESTION 1

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 2

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- A. Update the forecast start period
- B. Update the forecast adjustment period
- C. Update the forecast formula
- D. Update the forecast frequency
- E. Update the forecast display duration

Correct Answer: ADE

QUESTION 3

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

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

Correct Answer: ABC

QUESTION 4

What is the maximum number of products a sales agreement can have?

- A. 1500



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

Correct Answer: D

The maximum number of products a sales agreement can have is 1000. You can find more information about Sales Agreement limits in the Salesforce documentation, which can be found here:https://help.salesforce.com/articleView?id=sales_agreement_limits.htm&language=en_US&type=0.

QUESTION 5

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 of their sales agreements.

Which Actuals Calculation option in the Sales Agreement Setup must be selected?

- A. Automatically from direct orders.
- B. Automatically from orders through contracts
- C. Manually using Actual Orders API
- D. Manually using API upload

Correct Answer: D

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