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QUESTION 1

An Account Manager edits the account and market growth percentage values and triggers a forecast recalculation. When will these new values be used in forecasting the future periods?

- A. When the forecast is calculated for the first time.
- B. When a new forecast is generated for the account.
- C. When the Account Manager is the Account owner.
- D. When account and market growth percentages are used in the forecast formula.

Correct Answer: B

QUESTION 2

Which Manufacturing Cloud function has an out-of-the-box Submit for Approval quick action?

- A. Sales Agreements
- B. Experience Cloud for Manufacturing
- C. Account Based Forecasting
- D. Order Management
- E. Account Manager Target

Correct Answer: A

QUESTION 3

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

Correct Answer: ABE



QUESTION 4

Badger Power wants to have a complete picture of both their run-rate and net-new business.

Which two Manufacturing Cloud functions should be configured?

- A. Account Based Forecasting
- B. Opportunity Funnel
- C. Sales Agreements
- D. Collaborative Forecast
- E. Product Forecast

Correct Answer: AD

Account Based Forecasting allows a business to forecast their run-rate and net-new business by analyzing historical data and trends. Collaborative Forecasting allows multiple users to input their own forecasts and compare them, providing a more complete picture of the business. These two functions should be configured together in order to get a complete picture of both the run-rate and net-new business.

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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