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For the recognition of skills and knowledge, more career opportunities, professional development, and higher salary potential, the Manufacturing-Cloud-Professional certification exam is the proven way to achieve these tasks quickly. Overall, we can say that with the Manufacturing Cloud Accredited Professional Exam (Manufacturing-Cloud-Professional) exam you can gain a competitive edge in your job search and advance your career in the tech industry. However, to pass the Manufacturing-Cloud-Professional Exam you have to prepare well. For the quick Manufacturing-Cloud-Professional exam preparation the Manufacturing-Cloud-Professional Questions is the right choice.

Salesforce Manufacturing-Cloud-Professional: Manufacturing Cloud Accredited Professional exam is an essential certification for professionals working in manufacturing businesses. Manufacturing-Cloud-Professional Exam Tests their knowledge of the Manufacturing Cloud solution and validates their expertise in using it. Manufacturing Cloud Accredited Professional Exam certification demonstrates the professional's credibility and expertise in the field of manufacturing and helps them enhance their career prospects.

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q91-Q96):

NEW QUESTION # 91

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

Answer: A

Explanation:

you do not want to bring actual orders data into Salesforce, you can use the Actual Orders API to manually calculate the actual quantities for sales agreements. This option allows you to use external data sources to update the actuals in Salesforce without creating orders or contracts. You can also use the Actual Orders API to refresh the actuals calculations for sales agreements for current and future periods¹. Reference: ¹: Refresh Actuals Calculation Action | Manufacturing Cloud Developer Guide | Salesforce Developers²

NEW QUESTION # 92

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks account revenue growth against goals
- B. It tracks inventory utilization for a defined time frame
- C. It tracks performance against account manager targets
- D. It tracks against product margin targets
- E. It tracks product growth trends

Answer: C,E

NEW QUESTION # 93

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

- A. Sales Agreements
- B. Rebate Management
- C. Account Manager Targets
- D. Account Based Forecasts

Answer: A,C

NEW QUESTION # 94

When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

- A. Propagate to Assignments

- B. No action required, changes are reflected automatically
- **C. Refresh Assignments**
- D. Recalculate Assignments
- E. Update to Assignments

Answer: C

Explanation:

Account Manager Targets is a feature in Manufacturing Cloud that allows businesses to set and track sales goals for their account managers based on product volume, revenue, or any other custom measure. Account managers can create, assign, and edit targets for their team members and monitor their performance against the targets. When a target is changed in Account Manager Targets, the change is not reflected immediately in the assignment values of the team members. To see the updated assignment values, you must perform the Refresh Assignments action on the Assignments tab of the target record. This action recalculates the assignment values based on the new target value and distributes the target among the team members according to the assignment rules. The other actions are not valid for Account Manager Targets. References: Account Manager Targets in Manufacturing Cloud, Learn About Account Manager Targets, Enable Account Manager Targets, Assign an Account Manager Target

NEW QUESTION # 95

Universal Containers wants to make run-rate business more predictable within Manufacturing Cloud. Which standard feature serves as a starting point to manage this?

- A. Opportunity
- **B. Sales Agreements**
- C. Opportunity or Sales Agreements

Answer: B

Explanation:

Sales Agreements are the standard feature in Manufacturing Cloud that allow users to track and manage their run-rate or long-term negotiated business. Sales Agreements unify the data from ERP and order management systems with the contract terms, including planned volumes and revenues, so that both operations and account teams can have a 360-degree view of the customer. Sales Agreements also enable users to forecast their run-rate business more accurately and efficiently by using account-based forecasting. Opportunities are used to track new business or one-off business, not run-rate business. Opportunity or Sales Agreements is not a valid option, as they are two different features. References: What Is Manufacturing Cloud?, Forecast Your Run-Rate and New Business with Account-Based Forecasting, Salesforce Launches Manufacturing Cloud-Aligning Sales and Operations to Deliver More Transparent and Predictable Business Outcomes, Salesforce Blog: Manufacturing Cloud

NEW QUESTION # 96

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