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Salesforce Manufacturing-Cloud-Professional (Manufacturing Cloud Accredited Professional) Certification Exam is a highly sought-after certification for professionals working in the manufacturing industry. Manufacturing Cloud Accredited Professional Exam certification is designed to validate the skills and expertise of professionals in using Salesforce Manufacturing Cloud. The Manufacturing Cloud platform enables manufacturers to gain full visibility and control over their production processes, supply chain, and customer interactions, which are essential for improving efficiency, reducing costs, and increasing revenue.

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Salesforce Manufacturing Cloud Accredited Professional Exam is designed to test the knowledge and skills of professionals who work in the manufacturing industry and use Salesforce software to manage their operations. Manufacturing-Cloud-Professional exam covers a wide range of topics related to manufacturing, including production planning, inventory management, supply chain management, and quality assurance. Passing Manufacturing-Cloud-Professional exam demonstrates that a professional has a deep understanding of how to use Salesforce Manufacturing Cloud to improve their manufacturing operations.

Salesforce Manufacturing-Cloud-Professional is an advanced certification exam designed for professionals who want to specialize in the Manufacturing Cloud platform. Manufacturing Cloud Accredited Professional Exam certification is a validation of your knowledge and skills required to implement Manufacturing Cloud solutions in a business environment.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q47-Q52):

NEW QUESTION # 47

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

- A. The add products option will no longer appear on the agreement terms tab
- B. **New products are not added when recalculating a single account forecast or recalculating all account forecasts**
- C. **New Products cannot be added to account forecasts**
- D. New products added to account forecasts will not be included in recalculations

Answer: B,C

Explanation:

The account product period forecast record limit is the maximum number of records that can be stored in the Account Product Period Forecast object, which represents the quantity and revenue information of products for a particular time period of the forecast rolling period¹. The default limit is 9 million records, but it can be changed by the admin². If the org hits the limit, new products cannot be added to account forecasts, and new products are not added when recalculating a single account forecast or recalculating all account forecasts².

This means that the forecast data will not reflect the latest changes in the product portfolio and may affect the accuracy of the forecast. The add products option will still appear on the agreement terms tab, but it will not work if the limit is reached. New products added to account forecasts will be included in recalculations, as long as the limit is not exceeded. References:

Considerations for Working with Manufacturing - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module, Advanced Account Forecasting with Manufacturing Cloud | Salesforce, AccountProductPeriodForecast | Manufacturing Cloud Developer Guide | Salesforce Developers

NEW QUESTION # 48

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

Answer: B

Explanation:

Explanation

n: 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-Aligned Sales and Operations to Deliver More Transparent and Predictable Business Outcomes, Salesforce Blog: Manufacturing Cloud

NEW QUESTION # 49

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating actuals against account manager targets?

- A. Account Owner
- B. Other User
- C. Custom Lookup Field for a user on Account.
- D. Opportunity Owner
- E. Order Owner

Answer: A,B,E

Explanation:

Explanation

These three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard when calculating actuals against account manager targets. The configuration wizard guides users through the creation of an app from the Analytics for Manufacturing template and allows them to customize the data and settings for the app. One of the settings is to choose who gets credit for the orders, which determines how the actual revenue is attributed to the account managers. The user can select one of the following options:

Account Owner: This option credits all orders to the account owner's actual revenue, regardless of who owns the order. This is useful when the account owner is responsible for the overall relationship and revenue of the account.

Order Owner: This option credits all orders to the order owner's actual revenue, regardless of who owns the account. This is useful when the order owner is responsible for the individual order and revenue of the order.

Other User: This option credits all orders to a custom user's actual revenue, based on a custom lookup field for a user on the account. This is useful when there is a different user, such as a sales engineer or a partner, who is responsible for the order and revenue of the order.

References: = Create and Share an App from the Analytics for Manufacturing Template, Salesforce Authentication - Tableau, The Configuration Wizard - Salesforce Developers

NEW QUESTION # 50

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business.

The actuals are updated directly from the orders.

In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

- A. Orders, Accounts, Sales Agreement, Sales Agreement Products
- B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders
- C. Accounts, Sales Agreements, Sales Agreements Products, Orders

Answer: B

Explanation:

To migrate data from a legacy system to Manufacturing Cloud, the administrator should follow the recommended order of data import. This order ensures that the data dependencies and relationships are maintained and that the data integrity is preserved. The recommended order of data import is as follows:

Accounts: This is the first object to import, as it represents the customers and their details. Accounts are related to Sales Agreements and Orders, so they must be imported before them.

Sales Agreements: This is the second object to import, as it represents the contractual agreements between the customers and the manufacturer. Sales Agreements are related to Sales Agreement Products and Sales Agreement Schedules, so they must be imported before them.

Sales Agreement Products: This is the third object to import, as it represents the products that are included in the Sales Agreements. Sales Agreement Products are related to Sales Agreement Product Schedules, so they must be imported before them.

Sales Agreement Product Schedules: This is the fourth object to import, as it represents the forecasted quantities and prices of the

Sales Agreement Products over time. Sales Agreement Product Schedules are related to Orders, so they must be imported before them.

Orders: This is the fifth and final object to import, as it represents the actual orders placed by the customers. Orders are related to Order Products, which are automatically created when the Orders are imported.

Therefore, the correct answer is B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders. Reference: Import Data into Manufacturing Cloud

NEW QUESTION # 51

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%. Where should the Account owner add the additional 5%?

- A. Set 5% value in Account Growth
- B. Update the Account Forecast to 10%.
- C. Update the Market Growth to 10%.

Answer: A

Explanation:

Explanation

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities. The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of

10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast. Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION # 52

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