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Salesforce Manufacturing-Cloud-Professional exams play a significant role to verify skills, experience, and knowledge in a specific technology. Enrollment in the Manufacturing Cloud Accredited Professional Exam Manufacturing-Cloud-Professional is open to everyone. Upon completion of Manufacturing Cloud Accredited Professional Exam Manufacturing-Cloud-Professional Exam Questions' particular criteria. Participants in the Manufacturing-Cloud-Professional Dumps come from all over the world and receive the credentials for the Manufacturing Cloud Accredited Professional Exam Manufacturing-Cloud-Professional Questions. They can quickly advance their careers in the fiercely competitive market and benefit from certification after earning the Manufacturing-Cloud-Professional Questions badge.

The Manufacturing-Cloud-Professional Certification Exam covers a wide range of topics such as manufacturing planning, order management, inventory management, and quality management. Manufacturing-Cloud-Professional exam also evaluates the candidate's ability to configure, customize, and integrate the Manufacturing Cloud platform with other Salesforce applications and third-party systems. By passing Manufacturing-Cloud-Professional exam, professionals demonstrate their expertise in implementing Manufacturing Cloud solutions that can drive operational efficiency, increase customer satisfaction, and accelerate revenue growth for manufacturing organizations.

The Manufacturing Cloud Accredited Professional Exam is a comprehensive certification that covers all aspects of using Salesforce Manufacturing Cloud. Manufacturing-Cloud-Professional Exam focuses on testing the candidate's knowledge of manufacturing processes, data analysis, and customer satisfaction. Manufacturing Cloud Accredited Professional Exam certification is an excellent way to demonstrate your expertise in using Salesforce Manufacturing Cloud and differentiate yourself from other professionals in the field. If you are looking to advance your career in the manufacturing industry, the Manufacturing Cloud Accredited Professional Exam is an excellent option to consider.

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q157-Q162):

NEW QUESTION # 157

A manufacturing cloud user is in the process of adding products to an order that is on active sales agreement.

Which status the order be in , to make the addition

- **A. Draft**
- B. Approved
- C. Active
- D. Pending

Answer: A

Explanation:

Explanation

To add products to an order that is on an active sales agreement, the order must be in Draft status. This is because only draft orders can be edited and associated with a sales agreement. Once the order is approved, it becomes read-only and cannot be modified or linked to a sales agreement. References: Add Products to an Order

NEW QUESTION # 158

Universal Containers (UC) wants to use Sales Agreements to track long-term agreements with its key customers. Along with planned revenue and quantity and actual revenue and quantity, UC needs to track the minimum inventory quantity required. UC's implementation partner has added a new Minimum Inventory number field to the Sales Agreement Product Schedule object.

What else does UC need to do to allow users to see and edit minimum inventory on their agreements?

- **A. Add a custom Minimum Inventory field to Sales Agreement Product, map the two fields, and add the field to the list of available metrics in Sales Agreement setup.**
- B. Add a custom Minimum Inventory field to the Sales Agreement object to appear on the Forecast grid.
- C. Add a Number field to the Sales Agreement product to appear on the Forecast grid.

Answer: A

Explanation:

The Minimum Inventory field on the Sales Agreement Product Schedule object is used to store the minimum inventory quantity required for each product in a sales agreement. To make this field visible and editable on the Forecast grid, UC needs to add a custom Minimum Inventory field to the Sales Agreement Product object, which is the parent object of the Sales Agreement Product Schedule object. Then, UC needs to map the two fields using the Field Mapping tool in the Sales Agreement setup. This will ensure that the values entered in the Forecast grid are synced with the values in the Sales Agreement Product Schedule object. Finally, UC needs to add the Minimum Inventory field to the list of available metrics in the Sales Agreement setup. This will allow users to select the Minimum Inventory metric from the dropdown menu on the Forecast grid and see the values for each product and time period. Reference: Sales Agreement Product Schedule, Sales Agreement Product, Field Mapping, Forecast Grid

NEW QUESTION # 159

Which three conditions need to be fulfilled so that an order is included in the Actuals calculation process on a Sales Agreement?

- **A. The order needs to have Status = Activated.**
- **B. The Sales Agreement field needs to be populated on the Order.**
- C. The order needs to have Category = Activated.
- **D. The date in the Order Date field should be in the past.**
- E. The date in the Order Date field should be in the future.

Answer: A,B,D

Explanation:

<https://www.salesforce.com/products/manufacturing-cloud/overview/>

Actuals are the quantities of products that have been fulfilled or shipped to the customer as part of a sales agreement¹. Manufacturing Cloud calculates actuals based on orders that are associated with a sales agreement². For an order to be included in the actuals calculation process, the following three conditions need to be fulfilled²³:

The order needs to have Status = Activated. Only activated orders are considered for actuals calculation. Draft orders are not included.

The date in the Order Date field should be in the past. Only orders with a start date that is on or before the current date are considered for actuals calculation. Future orders are not included.

The Sales Agreement field needs to be populated on the order. Only orders that have a reference to a sales agreement record are considered for actuals calculation. Orders that are not linked to a sales agreement are not included.

https://help.salesforce.com/s/articleView?id=sf.sa_admin_actualscal_task.htm&language=en_us&type=5

NEW QUESTION # 160

Universal Containers (UC) uses Sales Agreements and wants to avoid bringing actual orders data into Manufacturing Cloud.

However, UC wants to use the actual orders data for its sales agreements.

Which Actuals Calculation mode in the Sales Agreement setup must be selected?

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

Answer: B

Explanation:

Explanation

To use the actual orders data for its sales agreements without bringing the data into Manufacturing Cloud, UC must select the Actuals Calculation mode as Automatically from orders through contracts in the Sales Agreement setup. This mode allows UC to calculate the actual quantities from the orders that are associated with the contracts linked to the sales agreements. A daily automated process derives and calculates the sales agreement actuals from the orders through contracts and updates the sales agreement records. This way, UC can avoid importing or syncing the actual orders data into Manufacturing Cloud and still use it for its sales agreements. References: Choose How Sales Agreement Actuals Are Calculated, How Are Sales Agreement Actuals Calculated?

Learn more

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NEW QUESTION # 161

When loading data into Salesforce Manufacturing Cloud, following a specific order of operations is crucial to ensure data integrity and avoid errors.

Which option represents the correct order of operations for loading data into Manufacturing Cloud?

- A. Load Accounts, Sales Agreements, and Orders first followed by Contacts and, finally, Products.
- B. Load Products, Accounts, and Contacts first, followed by Orders and, finally, Sales Agreements.
- **C. Load Accounts, Contacts, and Products first, followed by Sales Agreements and, finally, Orders.**

Answer: C

Explanation:

* To load data into Manufacturing Cloud, you need to follow a specific order of operations to ensure data

* integrity and avoid errors¹.

* The order of operations is based on the dependencies and relationships between the objects in Manufacturing Cloud¹.

* The recommended order of operations is as follows¹:

* Load Accounts, Contacts, and Products first, as they are the base objects that other objects depend on.

* Load Sales Agreements next, as they reference Accounts, Contacts, and Products, and are used to track run-rate or long-term negotiated business.

* Load Orders last, as they reference Sales Agreements, Accounts, Contacts, and Products, and are used to track actual business transactions.

* The other options are incorrect because they do not follow the recommended order of operations and may cause data integrity

* Load Data into Manufacturing Cloud - Salesforce

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