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Salesforce Manufacturing Cloud Professional Certification Exam is a highly sought after certification that is designed for professionals who want to specialize in the manufacturing industry. This certification enables the candidates to demonstrate their skills in implementing and configuring Manufacturing Cloud solutions. It is ideal for individuals who have experience in manufacturing operations, sales, and customer service. This certification validates their expertise in developing, implementing, and managing Manufacturing Cloud solutions that meet the industry's unique requirements.

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The Manufacturing Cloud Accredited Professional exam is designed for individuals with experience in manufacturing operations and a deep understanding of the Manufacturing Cloud solution. Individuals who pass the exam will be recognized as Manufacturing Cloud Accredited Professionals by Salesforce. They will also receive a certificate of completion and a badge that can be displayed on their LinkedIn profile, website or resume.

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# Salesforce - Manufacturing-Cloud-Professional - Newest Manufacturing Cloud Accredited Professional Exam Latest Exam Registration

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Salesforce Manufacturing-Cloud-Professional (Manufacturing Cloud Accredited Professional) Exam is a certification program designed specifically for professionals who want to demonstrate their expertise in Salesforce Manufacturing Cloud. Manufacturing Cloud Accredited Professional Exam certification program is ideal for individuals who work in the manufacturing industry and are looking to enhance their knowledge and skills in the field of Salesforce. By passing Manufacturing-Cloud-Professional Exam, professionals can demonstrate their proficiency in using the Manufacturing Cloud application to manage and optimize their manufacturing operations.

## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q124-Q129):

### NEW QUESTION # 124

Which dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts?

- A. White Space Analysis
- B. Sales Agreement Insights
- **C. Accounts Health**
- D. Customers Health
- E. Account Insights

**Answer: C**

Explanation:

: The Accounts Health dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts. Revenue realization is the actual revenue as a percentage of planned revenue. Length of relationship is the duration between today and the start date of the first sales agreement with an account. Customer lifetime value is the total of revenue generated to date and revenue anticipated from the account. These metrics help the user to assess the performance and potential of each account and identify opportunities for growth or retention. Reference: Calculate Key Performance Indicators Using CRM Analytics, Calculating Customer Lifetime Value (CLV) With Salesforce, How to calculate customer lifetime value

### NEW QUESTION # 125

Which three permission set are available with Manufacturing Cloud?

- A. Manufacturing Price Book
- **B. Manufacturing Sales Agreements**
- C. Manufacturing Sales Orders
- **D. Manufacturing Account Manager Target**
- **E. Manufacturing Account Forecast**

**Answer: B,D,E**

Explanation:

Manufacturing Cloud provides three permission sets related to Sales Agreements, Account Forecasting, and Account Manager Targets. These permission sets give users access to the features and data models that are specific to the manufacturing industry. The permission sets are:

Manufacturing Account Forecast: This permission set lets users track account forecasts for quantity and revenue metrics of products. Users can view and edit the Account Product Forecast and Account Product Period Forecast objects, as well as the related objects such as Account, Product, and Sales Agreement.

Manufacturing Sales Agreements: This permission set gives users access to sales agreements that work with orders, contracts, and more. Users can view and edit the Sales Agreement and Sales Agreement Line Item objects, as well as the related objects such as Account, Product, and Order.

Manufacturing Account Manager Target: This permission set gives users access to Account Manager Target features that include

creating, assigning, and distributing targets. Users can view and edit the Account Manager Target and Account Manager Target Line Item objects, as well as the related objects such as Account, Product, and Sales Agreement.

#### NEW QUESTION # 126

Which two statements are correct regarding the visibility of invalid team assignments?

- A. Invalid target assignments are shown in Invalid Team Assignments related list on the Account Manager Target home page.
- **B. Invalid target assignments are shown in Invalid Team Assignments section of a target only if you are the owner of that target.**
- C. Invalid target assignments can be seen in the Invalid Target Assignments report.
- **D. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record.**
- E. Invalid target assignments are shown in the Notifications section of the Assignments tab in the target's record

**Answer: B,D**

#### NEW QUESTION # 127

Universal Containers' field reps want to have a more accurate picture of their distributor's business. The field rep will compare and update expected versus actual order values during the next visit.

Which Manufacturing Cloud object should the consultant configure to give field reps this ability?

- A. Account Relationship
- **B. Generic Visit Key Performance Indicator**
- C. Advanced Account Forecast

**Answer: B**

Explanation:

The Advanced Account Forecast object is used to track the expected and actual order values for each account and product family. It allows field reps to compare the forecasted and actual order values for each account and product family, and update them as needed. The Advanced Account Forecast object also enables field reps to collaborate with their distributors and align on the sales agreements, orders, and brand-promotion campaigns<sup>12</sup>. Reference: Meet Manufacturing Cloud, Strengthen Relationships with Partners

#### NEW QUESTION # 128

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

**Answer: B**

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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