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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q125-Q130):

NEW QUESTION # 125
Which two statements are correct regarding the visibility of invalid team assignments?

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

- E. Invalid target assignments are shown in Invalid Team Assignments section of a target only if you are the owner of that target.

Answer: B,D

Explanation:
Invalid target assignments are team assignments that are no longer valid due to changes in the target or the team member. For example, if a team member leaves the company or is reassigned to another target, their existing assignments become invalid. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record. This section displays the invalid assignments for all team members who have access to the target, regardless of the ownership. Invalid target assignments can also be seen in the Invalid Target Assignments report, which is a standard report provided by Manufacturing Cloud. This report shows all the invalid assignments for the current user and their subordinates, along with the reason for the invalidity. The report can be filtered by target name, team member name, or invalidity reason. Reference: Distribute Targets and Manage Invalid Targets Unit, Manage Invalid Team Assignments

NEW QUESTION # 126
Which dashboard in the Advanced Account Forecasting Analytics app should a user access to do a deep-dive and understand forecasts and actuals by custom dimensions?

- A. Account Health
- B. Forecast Analysis
- C. Account Insights

Answer: C

NEW QUESTION # 127
A manufacturing company makes parts designed to go into finished goods (like a cell phone). However, the company sells to distributors and contract manufacturers who make the phone for the phone brand company.
The manufacturing company is not the only approved supplier of the part.
Which feature of Manufacturing Cloud should the manufacturing company utilize to help with future opportunity planning?

- A. Use Advanced Forecasting to set the plan by part for each of the phone brands and align orders by part number to the forecast with the orders.
- B. Use Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.
- C. Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.

Answer: C

Explanation:
Explanation
Program Based Business is a feature of Manufacturing Cloud that allows manufacturers to track and manage the demand from their end customers (such as phone brands) and compare it with the actual orders from their channel partners (such as distributors or contract manufacturers). This feature helps manufacturers to plan for future opportunities, optimize their inventory and production, and increase their market share. Program Based Business enables manufacturers to:
Create programs that represent the end customer demand for a specific product or product family over a period of time.
Associate sales agreements and orders with programs to track the actual performance against the program demand.
Use program analytics to monitor the program health, identify gaps and risks, and take corrective actions.
Use program forecasts to generate account forecasts based on the program demand and actuals. References: Program Based Business Overview, Create a Program, Associate Sales Agreements and Orders with Programs, Use Program Analytics, Use Program Forecasts.

NEW QUESTION # 128
Universal Containers (UC) is looking to improve visibility into its long-term agreements and forecasts. A business analyst has gathered UC's requirements and determined a few key requirements that they need compared to standard functionality.
1. UC tracks its long-term agreements by planned quantity and planned revenue at the product category level.

2. UC has a custom fiscal year and tracks its forecast weekly.
3. UC needs to see the ordered quantity, revenue, shipped quantity, and revenue in its forecast metrics. 4) The primary dimension in UC's forecasts is the product category.
What should be customized in Manufacturing Cloud to accomplish the business requirements?

- A. Sales Agreement Metrics
- B. Data Processing Engine (DPE) Templates
- C. Advanced Account Forecast Fact object

Answer: B

Explanation:
Explanation
Data Processing Engine (DPE) Templates: These are predefined templates that define how to transform and aggregate the data from various sources, such as orders, shipments, contracts, or opportunities, into forecast metrics. Universal Containers can customize these templates to include the ordered quantity, revenue, shipped quantity, and revenue as forecast metrics. They can also specify the product category as the primary dimension for their forecasts.
The Advanced Account Forecast Fact object is not a customization option in Manufacturing Cloud. It is a standard object that stores the forecast metrics for each account, product, and period combination. It is populated by the DPE jobs based on the DPE templates. Universal Containers can use this object to view and report on their forecast data, but they cannot modify it directly.
References:
Sales Agreement Metrics
Data Processing Engine (DPE) Templates
Advanced Account Forecast Fact

NEW QUESTION # 129
A new custom field is created on the Account Product Forecast (APF) Table. Account Managers have already been assigned the standard Manufacturing Account Forecast permission set.
Which two actions can be taken to give the Account Managers 'Read" access to this new field?

- A. Give 'Read' access to the field on the standard Manufacturing Account Forecast' permission set.
- B. Clone the standard permission set Account Forecast to a new permission set with license type 'Salesforce. Grant 'Read' access to the field on the new permission set. Assign the cloned permission set to the Account Managers
- C. Create a new custom permission set of license type Salesforce'. Grant Read access to the field. Assign the newly created permission set to the Account Managers
- D. Clone the standard permission set Manufacturing Account Forecast to a new permission set with license type Manufacturing Forecast Psl. Grant Read access to the field on the new permission set. Assign the cloned permission set to the Account Managers.

Answer: A,D

Explanation:
= These two actions can be taken to give the Account Managers 'Read' access to the new custom field on the APF Table. The first action involves cloning the existing permission set that already grants access to the APF Table and its standard fields, and then modifying the cloned permission set to include the new custom field. The second action involves editing the existing permission set directly to add the new custom field. Both actions require the same license type, which is Manufacturing Forecast Psl, to access the APF Table. The other two actions are not valid because they use a different license type, which is Salesforce, that does not support the APF Table. Reference: = Assign the Permission Set for Advanced Account Forecast Product Category, Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects, Permission Sets and Licenses for Manufacturing Cloud

NEW QUESTION # 130
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