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The Manufacturing Cloud Accredited Professional Exam is designed to test candidates on their knowledge of Salesforce Manufacturing Cloud. Manufacturing-Cloud-Professional Exam covers a wide range of topics, including the key features and functions of the Manufacturing Cloud application, best practices for managing manufacturing operations using Salesforce, and the various tools and techniques for optimizing manufacturing processes. Manufacturing-Cloud-Professional exam is designed to help professionals gain a deeper understanding of how Salesforce Manufacturing Cloud can be used to improve their manufacturing operations.

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q90-Q95):

NEW QUESTION # 90

A salesforce Manufacturing cloud admin wants to change the forecast frequency from quarterly to monthly in the account settings. Which two things do they need to be aware of?

- A. A full regeneration of all the eligible account forecasts will be carried out.
- B. The length of the time that has elapsed since the last change to the forecast setting.
- C. All the previously active account forecasts will expire
- D. A recalculation of the forecast for the accounts added since the last update will be carried out
- E. The administrator grants them the right to make changes to the forecast settings in the adjustments.

Answer: A,C

Explanation:

Account forecasts are long-term projections of revenue and volume for accounts based on sales agreements, opportunity products, and account manager targets. Account forecasts can be generated and displayed monthly or quarterly, depending on the business needs. The forecast frequency can be changed in the account forecast settings by an administrator. However, changing the forecast frequency has some consequences that the administrator needs to be aware of. First, a full regeneration of all the eligible account forecasts will be carried out, meaning that all the existing account forecasts will be recalculated based on the new frequency. This may take some time and consume system resources. Second, all the previously active account forecasts will expire, meaning that they will no longer be available for viewing or editing. This is to avoid confusion and inconsistency in the forecast data. Therefore, the administrator should carefully consider the impact of changing the forecast frequency and communicate the change to the account managers and other stakeholders. References: Define Account Forecast Settings, Salesforce Manufacturing Cloud Flashcards, Configure Forecast Generation and Display Settings

NEW QUESTION # 91

An organization does not have Account Forecasting Model set up. Based on the analysis it has done, the organization has agreed to set up Account Forecasting from 1 Jan 2024 for a period of 18 months. The current period is Feb 2024. Which values will need to be set up for the start period?

- A. 0
- B. 1
- C. 2
- D. 2
- E. 18

Answer: A

Explanation:

The start period is the number of periods before or after the current period that the forecast generation starts from¹. To generate forecasts from a future period, a positive start period offset is required².

Since the current period is Feb 2024 and the organization wants to start forecasting from Jan 2024, the start period offset is 2 (Jan 2024 is two periods before Feb 2024).

The other options are incorrect because they do not match the desired start period for the organization.

Configure Account Forecasts - Salesforce

Considerations for Advanced Account Forecasting - Salesforce

NEW QUESTION # 92

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

Answer: C,E

Explanation:

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. References: Distribute Targets and Manage Invalid Targets Unit, Manage Invalid Team Assignments

NEW QUESTION # 93

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

Answer: A

Explanation:

Explanation

According to the Salesforce Manufacturing Cloud Learning documents, the actuals calculation mode in the sales agreement setup determines how the actual quantity and amount for products are calculated from active orders associated with a sales agreement¹. If UC wants to avoid bringing actual orders data into Manufacturing Cloud, but still use it for its sales agreements, it can select the automatic mode from orders through contracts². This mode creates contracts and orders from the related list of a sales agreement record and derives the actuals from them.

References:

- * Refresh Actuals Calculation Action
- * Choose How Sales Agreement Actuals Are Calculated
- * Approve and Activate a Sales Agreement
- * Create Orders Associated with Contracts to Calculate Sales Agreement Actuals

NEW QUESTION # 94

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

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

Answer: C,D

Explanation:

Explanation

Sales Agreements is a feature that allows businesses to set up automated agreements between themselves and their customers. Account Based Forecasts allows businesses to forecast their run-rate and net-new business by analyzing historical data and trends. Both of these features are available in the standard Manufacturing Experience Cloud Template.

NEW QUESTION # 95

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