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The Manufacturing Cloud Accredited Professional exam is an excellent opportunity for individuals who want to demonstrate their

expertise in the Manufacturing Cloud solution. Manufacturing Cloud Accredited Professional Exam certification is recognized globally and can help individuals to stand out in a competitive job market. Manufacturing Cloud Accredited Professional Exam certification can also help individuals to advance their careers, as it demonstrates their commitment to continuous learning and improvement.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q154-Q159):

NEW QUESTION # 154

The warranty claim adjudicators on the global warranty team at Universal Containers noticed that the Claims page in the Warranty Lifecycle Management app is not showing when the warranty for the asset ends.

What should the consultant recommend the warranty team do as part of claims processing?

- A. Register the asset by creating the Asset record and Warranty Term Coverages record for the asset.
- B. Register the asset by creating the Asset record and Product Warranty Terms record for the asset
- C. Register the asset by creating the Asset record and Asset Warranty Terms record for the asset.

Answer: C

Explanation:

To address the issue of the Claims page not showing when the warranty for the asset ends, the consultant should recommend registering the asset by creating the Asset record and the Asset Warranty Terms record. This ensures that all relevant warranty information, including the end date, is captured and displayed as part of the claims processing workflow, thus providing warranty claim adjudicators with the complete data needed for effective claims management.

NEW QUESTION # 155

What is a key first step for Manufacturing Cloud implementation?

- A. Enable Manufacturing Cloud features in Setup.
- B. Enable Manufacturing Cloud permissions for users.
- C. Configure forecast regeneration settings.

Answer: A

Explanation:

The first step for Manufacturing Cloud implementation is to enable Manufacturing Cloud features in Setup. This step allows you to access the Manufacturing Cloud objects, fields, tabs, and components in your org. You can enable Manufacturing Cloud features for Sales, Service, or both, depending on your business needs. To enable Manufacturing Cloud features, you need to have the Customize Application permission and the Manufacturing Cloud license assigned to you. Reference: Enable Manufacturing Cloud Features

NEW QUESTION # 156

Which three options can be defined by an Admin in the Setup area in Account Manager Targets?

- A. Target Measure Type
- B. Team Member Hierarchy
- C. Default Currency
- D. Distribution Frequency
- E. Price Book

Answer: A,B,D

Explanation:

Account Manager Targets is a feature of Manufacturing Cloud that allows you to set up and manage sales goals and track performance for your account managers and their teams. To use this feature, you need to enable it in Setup and define some settings that affect how targets are created, assigned, and distributed. The three options that can be defined by an admin in the Setup area in Account Manager Targets are:

Target Measure Type: This is the unit of measurement for the targets, such as revenue, volume, or any custom measure. You can define up to three target measure types for your org and assign them to different target types. For example, you can have a target

type for revenue and another one for volume, and use different target measure types for each one.

Team Member Hierarchy: This is the hierarchy that determines how targets are rolled up from individual account managers to their managers and so on. You can use the standard User Role hierarchy or a custom hierarchy based on a custom object. The hierarchy affects how targets are distributed, aggregated, and reported.

Distribution Frequency: This is the frequency at which targets are distributed from parent targets to child targets. You can choose from monthly, quarterly, or yearly distribution. The distribution frequency affects how targets are calculated and displayed for different time periods.

Account Manager Targets in Manufacturing Cloud | Salesforce Trailhead Module, Enable Account Manager Targets - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module

NEW QUESTION # 157

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- A. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object
- **B. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object**
- C. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type = Other, on the Account Manager object
- D. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object

Answer: B

NEW QUESTION # 158

When list views are selected for account forecasts, which two permissions options may be based on the list view so the Account managers can generate forecasts?

- **A. All users can see the list views**
- B. Share list view with account owners
- **C. Share list view with group of users**
- D. All users above hierarchy can see this list views

Answer: A,C

Explanation:

To ensure key account managers can generate forecasts using list views for account forecasts, it's crucial that either "All users can see this list view" or "Share list view with groups of users" is selected for the list views.

This setting allows for the appropriate visibility and access required for generating accurate and comprehensive forecasts. This is essential for maintaining the integrity and effectiveness of the forecasting process within Salesforce Manufacturing Cloud .

NEW QUESTION # 159

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