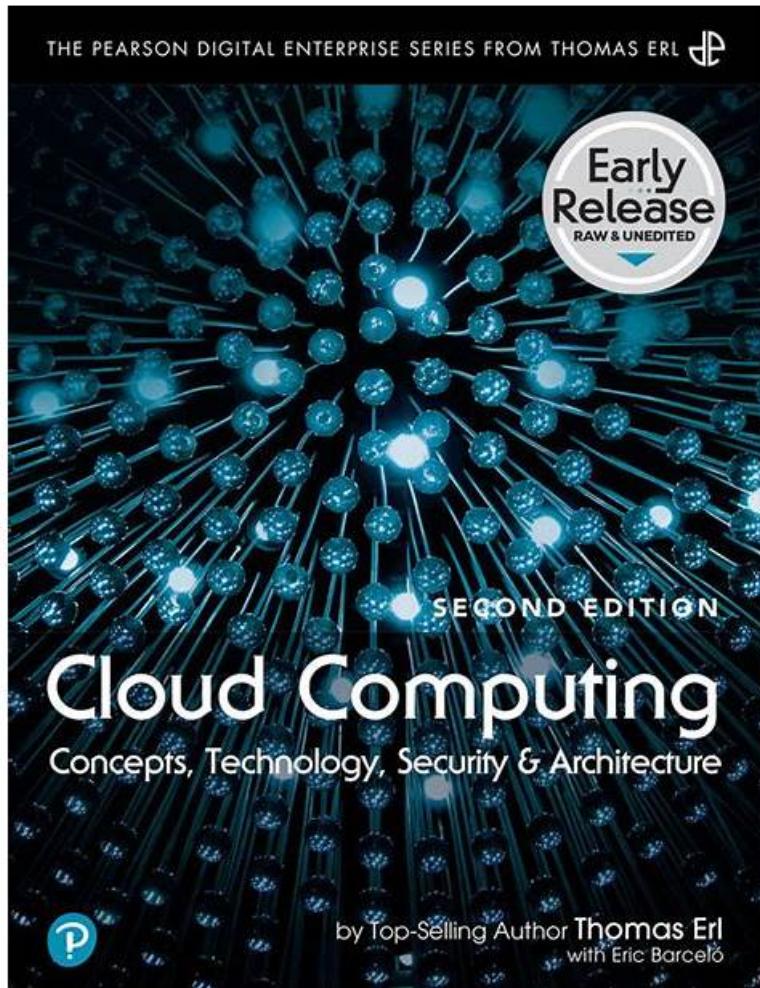


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## **Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q57-Q62):**

### **NEW QUESTION # 57**

When discussing the business requirements for a Manufacturing Cloud implementation design, what is a consideration when analyzing data in existing third-party systems?

- A. Identify the capabilities of different data integration tools.
- **B. Determine the system of record for each data category required by the business.**
- C. Define current processes required by the business.

### **Answer: B**

Explanation:

When designing a Manufacturing Cloud implementation, it is important to consider the data sources and quality of the existing third-party systems that will be integrated with Manufacturing Cloud. One of the key considerations is to determine the system of record for each data category required by the business, such as customer information, product data, order history, inventory levels, and so on. The system of record is the authoritative source of data that is trusted and maintained by the business. By identifying the system of record for each data category, you can ensure data consistency, accuracy, and integrity across the integrated systems.

You can also avoid data duplication, conflicts, and errors that may arise from having multiple sources of data for the same category.

References: What Is Manufacturing Cloud?, Data Integration

### **NEW QUESTION # 58**

What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

- A. It applies the benefit structure and creates payouts
- **B. Query, extract, filter and aggregate journal transactions**
- C. Delete, add, clone and transform journal transactions.
- D. It includes custom metrics in the transaction journal

### **Answer: B**

Explanation:

Explanation

The out-of-the-box Data Processing Engine jobs in Rebate Management are used to query, extract, filter and aggregate journal transactions based on the rebate type and benefit definitions. These jobs transform the raw transaction data into aggregated data that can be used for calculating accruals and payouts. The jobs run on a scheduled basis and can be configured to meet the business needs. References: Rebate Management Basics > Manage Accruals and Payouts > Streamline Rebate Payout Calculations with DPE

### **NEW QUESTION # 59**

Which two objects do not support triggers?

- A. Account Forecast Adjustments (AFA)
- B. Account Forecast (AF)
- **C. Account Product Forecast (APF)**
- **D. Account Product Period Forecast (APPF)**

### **Answer: C,D**

### **NEW QUESTION # 60**

Badger Power wants to have a complete picture of both their run-rate and net-new business.

Which two Manufacturing Cloud functions should be configured?

- A. Opportunity Funnel
- **B. Account Based Forecasting**
- C. Product Forecast
- D. Collaborative Forecast
- **E. Sales Agreements**

**Answer: B,E**

Explanation:

Account Based Forecasting and Sales Agreements are two Manufacturing Cloud functions that should be configured to have a complete picture of both run-rate and net-new business. Account Based Forecasting allows you to forecast your sales revenue based on the account level, rather than the opportunity level. This gives you more visibility into the demand from your existing customers, as well as the potential from new customers. Sales Agreements allow you to manage the sales lifecycle of your long-term contracts with customers, including pricing, volumes, and order realization. This helps you to track and fulfill your run-rate business, as well as to identify and capture new business opportunities within your agreements. References: Forecast Your Run-Rate and New Business with Account-Based Forecasting - Salesforce Help, [Create and Work with Sales Agreements - Salesforce Help]

### NEW QUESTION # 61

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

**Answer: C**

Explanation:

Explanation

The Account Manager Target object represents a target created by an account manager for a fiscal year, measure, and target value1. To measure the account managers on a CSAT target, the admin should add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object. This way, the account managers can create and assign targets for the CSAT measure to their direct reports2. The other options are incorrect because they either use the wrong object, field, or value for the CSAT target. References: Create and Assign Targets, Set Up and Configure Account Manager Targets, Discuss Salesforce Manufacturing-Cloud-Professional Exam Topic 1 Question 19, Manufacturing Cloud Developer Guide

### NEW QUESTION # 62

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