

# Manufacturing-Cloud-Professional Latest Learning Materials | Manufacturing-Cloud-Professional Latest Test Answers



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Salesforce Manufacturing-Cloud-Professional certification exam covers a wide range of topics related to Manufacturing Cloud, including sales agreements, account-based forecasting, demand planning, and capacity planning. Candidates are also expected to have a deep understanding of the various features of Manufacturing Cloud, such as the Manufacturing Network, Supply Chain Planner, and Order Management. They should be able to configure and customize these features to meet the specific needs of their organization.

Salesforce Manufacturing-Cloud-Professional (Manufacturing Cloud Accredited Professional) Exam is designed to test the knowledge and skills of professionals working in the manufacturing industry who want to get certified on Salesforce's Manufacturing Cloud. Manufacturing Cloud Accredited Professional Exam certification exam is ideal for professionals who are looking to enhance their career opportunities in the manufacturing industry and want to demonstrate their expertise in Manufacturing Cloud.

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Salesforce Manufacturing-Cloud-Professional (Manufacturing Cloud Accredited Professional) Certification Exam is designed for professionals who specialize in the manufacturing industry and are looking to enhance their knowledge and skills in managing and optimizing manufacturing processes using Salesforce Manufacturing Cloud. Manufacturing-Cloud-Professional Exam validates the candidate's proficiency in utilizing the Manufacturing Cloud platform to improve visibility and collaboration across the entire supply chain, from planning and production to fulfillment and service.

## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q85-Q90):

### NEW QUESTION # 85

Which two key performance indicators can be calculated on the Forecast Analysis dashboard in Tableau CRM for Manufacturing?

- A. Average Price
- B. Actual vs Forecasted Revenue
- C. Actual vs Planned Revenue
- D. Mean absolute percentage error in the forecast
- E. Days Remaining

**Answer: B,D**

Explanation:

The Forecast Analysis dashboard in Tableau CRM for Manufacturing is a tool that helps business analysts evaluate the accuracy and quality of the account forecasts generated by the Manufacturing Cloud. It allows them to compare the actual revenue with the forecasted revenue, as well as the planned revenue, for each account, product, and product category. It also shows the mean absolute percentage error (MAPE) in the forecast, which is a measure of how close the forecast is to the actual revenue. The lower the MAPE, the better the forecast. The dashboard also provides other metrics, such as forecast bias, forecast coverage, and forecast attainment, to help analysts identify areas of improvement and optimize the forecasting process<sup>1</sup>. References: Protect and Grow Your Business Unit, Forecast Analysis Dashboard, How Forecasting Works in Tableau

### NEW QUESTION # 86

How does Salesforce Manufacturing Cloud help businesses monitor and evaluate system performance against their business process flows while identifying deviations or areas of improvement?

- A. With built-in demand forecasting and inventory tracking features
- B. Through Seamless integration with Enterprise Resource Planning (ERP) and Inventory systems
- C. By providing real-time analytics for manufacturing performance metrics

**Answer: C**

### NEW QUESTION # 87

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. 18
- C. 1
- D. 2
- E. 2

**Answer: A**

Explanation:

Explanation

The start period is the number of periods before or after the current period that the forecast generation starts from<sup>1</sup>. To generate forecasts from a future period, a positive start period offset is required<sup>2</sup>. 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.

References:

Configure Account Forecasts - Salesforce

Considerations for Advanced Account Forecasting - Salesforce

### NEW QUESTION # 88

Universal Containers (UC) wants to implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division. UC would like to see stock parts on a rolling monthly basis, with forecasted revenue and quantity. Engineered-to-order parts are ordered less frequently, so UC would like to see these on a rolling quarterly basis but with the same two metrics. What should a Manufacturing Cloud consultant recommend for configuring forecasting?

- A. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.
- B. Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.
- C. Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.

**Answer: A**

Explanation:

Explanation

To configure forecasting in Manufacturing Cloud, UC needs to create and configure forecast sets, which are the primary building blocks for generating forecasts<sup>1</sup>.

A forecast set contains information such as the forecast period, the forecast fact object, the forecast frequencies, the data processing engine definitions, the forecast dimensions, and the forecast measures<sup>1</sup>.

UC has two different divisions with different forecasting needs, so they need to create two forecast sets, one for each division<sup>2</sup>.

Each forecast set needs to have a different period group, which defines the time periods for forecasting. For the stock parts division, UC needs a monthly period group, and for the engineered-to-order parts division, UC needs a quarterly period group<sup>2</sup>.

Each forecast set also needs to have two forecast metrics, which are the measures that UC wants to forecast. In this case, UC wants to forecast revenue and quantity for both divisions<sup>2</sup>.

The other options are incorrect because they do not match the requirements of UC. Option B would create only one forecast set, which would not allow UC to differentiate between the two divisions.

Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.

References:

Create and Configure Forecast Sets - Salesforce

Configure Forecast Sets Unit | Salesforce Trailhead

### NEW QUESTION # 89

An Account Manager edits the account and market growth percentage values and triggers a forecast recalculation. When will these new values be used in forecasting the future periods?

- A. When the forecast is calculated for the first time.
- B. When a new forecast is generated for the account.
- C. When account and market growth percentages are used in the forecast formula.
- D. When the Account Manager is the Account owner.

**Answer: C**

Explanation:

Account and market growth percentages are values that account managers can enter to indicate the expected growth of their account and the market for their products in the upcoming period. These values are used in the forecast formula to calculate the forecast quantity and revenue for future periods. The new values are used in forecasting the future periods only when the account and market growth percentages are part of the forecast formula. If the forecast formula does not include these values, then editing them will not affect the forecast calculation. Reference: Create Accurate Account Forecasts, Configure Forecast Metrics and Formulas

## NEW QUESTION # 90

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