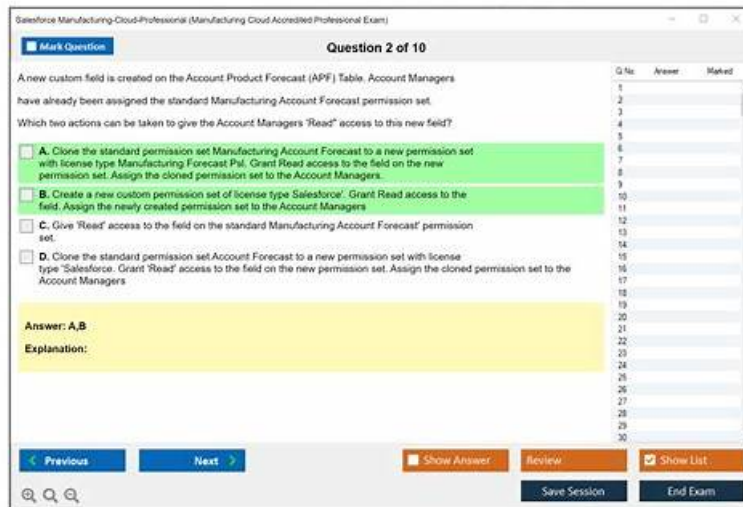


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Salesforce Manufacturing Cloud Professional Certification Exam is a valuable credential that can help candidates advance their careers in the manufacturing industry. It demonstrates their commitment to excellence and their ability to deliver innovative solutions that meet the unique needs of their clients. It also provides a competitive advantage in the job market, as more and more companies are looking for professionals with expertise in Manufacturing Cloud solutions. Overall, this certification is an excellent investment for anyone who wants to build a successful career in the manufacturing industry.

Salesforce Manufacturing Cloud Accredited Professional exam is designed for professionals who aim to validate their knowledge and skills in the Salesforce Manufacturing Cloud. Manufacturing Cloud Accredited Professional Exam certification exam is ideal for individuals who have experience working in the manufacturing sector and in implementing Salesforce solutions. The Manufacturing Cloud is a powerful tool for manufacturers that allows them to manage their operations more efficiently and make informed decisions based on real-time data. Manufacturing-Cloud-Professional Exam is intended to demonstrate an individual's expertise in this area and their ability to effectively utilize the Salesforce Manufacturing Cloud.

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Salesforce Manufacturing Cloud is a powerful tool that helps manufacturers to streamline their operations, increase efficiency, and improve their overall performance. The Manufacturing Cloud provides a single, centralized platform for managing and analyzing all

aspects of the manufacturing process, from sales and inventory management to production planning and scheduling. The Manufacturing Cloud also offers real-time visibility into the production process, allowing manufacturers to make informed decisions and optimize their operations.

## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q34-Q39):

### NEW QUESTION # 34

The Financial Team at Budget Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate management. How can an Admin ensure that this requirement is fulfilled?

- A. Validate invoice status in ERP before bringing into Salesforce.
- B. Update Data Processing Engine job to filter out transactions where Invoice status does not Paid
- C. Create a custom field in Transaction Journal, copy Invoice Status data into custom field, then use as an eligibility condition in Rebate Types
- D. Additional steps are not needed Only transactions with Status = Paid are included in the Journal,

**Answer: A**

Explanation:

To ensure that rebates are paid out only on invoices that have status paid, an admin can create a custom field in the Transaction Journal object, and copy the invoice status data from the source system into that field. Then, the admin can use that field as an eligibility condition in the Rebate Types, so that only transactions that match the criteria are included in the rebate calculation. This way, the admin can avoid paying rebates on invoices that are not yet paid, or that are canceled, refunded, or disputed. Reference: [Rebate Management - Salesforce Help], Create and Manage Rebate Types - Salesforce Help, Create and Manage Transaction Journals - Salesforce Help, Create and Manage Data Processing Engine Definitions - Salesforce Help, Rebate Management for Manufacturing Cloud - Salesforce Help

### NEW QUESTION # 35

Universal Containers (UC) is implementing Advanced Account Forecasting for its national business. UC has three primary product materials it wants to forecast for each of its key distribution partners. Each of UC's individual products has one of these material attributes on its record, but UC doesn't need to see the product detail in its forecast.

What should the administrator do to meet these business requirements?

- A. Add custom Material dimension to Forecast Fact and Forecast Set. Clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics.
- B. Configure a custom Forecast Context. Create new DPE definitions from scratch.
- C. Add custom Material dimension to Forecast Fact and Forecast Set. Update the DPE definitions to aggregate the data at the distribution partner level.

**Answer: A**

Explanation:

To meet the business requirements of UC, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This will allow UC to group and filter the forecast data by the material attribute of the products. The administrator should also clone and use the standard DPE definitions to populate the new custom metrics for the Material dimension. The standard DPE definitions are templates that can be used to aggregate data from various sources, such as sales agreements, orders, opportunities, and custom objects. By cloning and using the standard DPE definitions, the administrator can save time and effort in creating the formulas and filters for the new custom metrics. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch, as these options are more complex and require more customization. References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Dimensions and Period Groups, Streamline Forecast Calculations with Data Processing Engine Definitions

### NEW QUESTION # 36

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks performance against account manager targets
- B. It tracks against product margin targets

- C. It tracks account revenue growth against goals
- **D. It tracks product growth trends**
- E. It tracks inventory utilization for a defined time frame

**Answer: D**

Explanation:

Explanation

The time series projection feature in Tableau CRM for manufacturing provides data insights by tracking product growth trends. It uses historical data and machine learning to forecast future product demand and revenue. You can use this feature to analyze how your products are performing over time, identify seasonal patterns, and compare different scenarios. You can also adjust the forecast parameters, such as confidence interval, seasonality, and projection period, to suit your business needs. References: Time Series Forecasting Transformation: Forecast Measures

### NEW QUESTION # 37

Which two statements are correct regarding the visibility of invalid team assignments?

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

**Answer: B,C**

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 # 38

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 Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.
- **B. Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.**
- C. 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.

**Answer: B**

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. Reference: Program Based Business Overview, Create a Program, Associate Sales Agreements and Orders with Programs, Use Program Analytics, Use Program Forecasts.

## NEW QUESTION # 39

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