

Exam Manufacturing-Cloud-Professional Simulator Fee - Valid Manufacturing-Cloud-Professional Exam Review

Salesforce Manufacturing-Cloud-Professional Manufacturing Cloud Accredited Professional Exam 2

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q59-Q64):

NEW QUESTION # 59
How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks against product margin targets
- B. It tracks account revenue growth against goals
- C. It tracks performance against account manager targets
- D. It tracks inventory utilization for a defined time frame
- E. It tracks product growth trends

Answer: B,C

NEW QUESTION # 60
Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Manufacturing Cloud license for external users
- B. External Apps
- C. Experience Cloud
- D. Visualforce pages
- E. Lightning Classic Apps

Answer: B,C

NEW QUESTION # 61
Universal container wants to enter a sales agreement for Widget A. Which three minimum data element required on sales agreement

- A. Account, Opp, Contracts
- B. Account, Product, Orders
- C. Account, Price book, Product
- D. Opp, Pricebook, Product

Answer: C

NEW QUESTION # 62
How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

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Salesforce Manufacturing Cloud Professional Certification Exam is intended for professionals who are responsible for implementing and managing Salesforce Manufacturing Cloud solutions. Manufacturing Cloud Accredited Professional Exam certification exam is ideal for professionals who work in manufacturing operations, supply chain management, and other related fields. Manufacturing-Cloud-Professional exam covers a range of topics, including sales forecasting, production planning, inventory management, and order management.

The Manufacturing-Cloud-Professional Certification Exam comprises 60 multiple-choice questions that must be completed within 105 minutes. Manufacturing-Cloud-Professional exam evaluates the candidate's ability to use Salesforce Manufacturing Cloud to optimize manufacturing processes, manage sales and operations planning, collaborate with suppliers, and provide exceptional customer service. Manufacturing-Cloud-Professional exam covers various topics such as forecasting, inventory management, order management, product management, supplier management, and analytics.

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The Manufacturing Cloud Accredited Professional certification exam is a valuable credential for professionals who work in the manufacturing industry and want to enhance their knowledge and skills in using Salesforce solutions. Manufacturing Cloud Accredited Professional Exam certification demonstrates a candidate's expertise in Salesforce Manufacturing Cloud and their ability to help manufacturing organizations achieve their goals and succeed in a competitive global marketplace.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q115-Q120):

NEW QUESTION # 115

Universal Containers has implemented Rebate Management and wants to define the Benefit information section of a Rebate Type Benefit. Which Sequence of Minimum and Maximum Range values would be valid?

- A. Less than 100, Less than 200, Less than 300, Less than 400
- B. 0 to 100, 100 to 200, 200 to 300, 300 to 400
- C. Greater than 100, Less than 200, Less than 300, Less than 400
- **D. 0 to 100, 101 to 200, 201 to 300, 301 to 400**

Answer: D

Explanation:

Explanation

A rebate type benefit defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. The minimum and maximum range values specify the sales targets for each benefit tier. The range values must be continuous and non-overlapping, meaning that the minimum value of one tier must be equal to the maximum value of the previous tier, and there should be no gaps or overlaps between the tiers.

Therefore, option A is the only valid sequence of minimum and maximum range values for a rebate type benefit. References: Rebate Management Workflow, Create and Manage Rebate Programs

NEW QUESTION # 116

Universal Containers is using sales agreements and does not want to bring actual orders data into salesforce. However, they want to use the actual orders data to analyze the effectiveness if their sales agreements. Which actual calculation option in the sales agreement setup must be selected?

- **A. Manually Using actual orders API**
- B. Automatically from direct orders
- C. Automatically from orders through contracts
- D. Manually using APL upload

Answer: A

Explanation:

Explanation

Universal Containers does not want to bring actual orders data into Salesforce, but still wants to use the actual orders data to analyze the effectiveness of their sales agreements, they must select the Manually Using actual orders API option in the sales agreement setup. This option allows them to use an API to upload actual order data from an external system into Salesforce and

associate it with the sales agreements. This way, they can compare the planned and actual quantities and revenues of each product or product category in the sales agreement. The other options require either creating orders in Salesforce or linking contracts to orders in Salesforce, which Universal Containers does not want to do. References: Choose How Sales Agreement Actuals Are Calculated, Create Orders to Calculate Sales Agreement Actuals

NEW QUESTION # 117

When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

- A. No sales agreements will be considered.
- B. All active and expired sales agreements will be considered.
- C. Only sales agreements with approved adjustments in the Salesforce org will be considered.
- D. All sales agreements within the generation period will be considered.
- E. Only approved sales agreements in the Salesforce org will be considered.

Answer: A

Explanation:

if Sales Agreement List View is not selected in the Account Forecast Calculation Settings, no sales agreements will be considered when calculating the sales agreement metric values of account forecasts. This means that the account forecasts will only reflect the opportunity metric values, and not the sales agreement metric values. To include the sales agreement metric values in the account forecasts, you need to select a sales agreement list view that defines which sales agreements to use for the calculations. Reference: 1: Configure Account Forecast Calculation Settings - Salesforce

NEW QUESTION # 118

Which two out-of-the-box actions can be performed on a Sales Agreement?

- A. Recalculate Actuals
- B. Update ProductsC) Mass Update
- C. Regenerate Agreement
- D. Update Adjustments

Answer: A,D

Explanation:

Explanation

Sales agreements in Manufacturing Cloud have several out-of-the-box actions that can be performed by users to manage the lifecycle of an agreement. Two of these actions are:

Recalculate Actuals: This action updates the actuals on the sales agreement based on the orders and invoices associated with it. It also recalculates the compliance metrics and the forecasted revenue and quantity. This action can be performed manually by users or automatically by a scheduled job.

Mass Update: This action allows users to update multiple sales agreement lines at once. Users can select the lines they want to update and then choose the fields and values they want to change. This action can save time and effort when users need to make bulk changes to the sales agreement lines.

References: : Recalculate Actuals on a Sales Agreement : Mass Update Sales Agreement Lines

NEW QUESTION # 119

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

Answer: A,B

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 # 120

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