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The Manufacturing Cloud Professional Certification Exam is ideal for professionals who work in the manufacturing industry and want to enhance their knowledge of Salesforce Manufacturing Cloud. Manufacturing Cloud Accredited Professional Exam certification is also suitable for professionals who want to demonstrate their expertise to potential employers or clients. Manufacturing-Cloud-Professional Exam is designed to assess the candidate's understanding of the core concepts of the Manufacturing Cloud and their ability to apply them in real-world scenarios.

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q21-Q26):

NEW QUESTION # 21

Universal Containers wants to add a rebate benefit defined by a product dimension. Which related list must be defined to create this dimension?

- A. Dimensions Type Mappings
- **B. Benefit Mappings**
- C. Rebate Type Mappings
- D. Payout Mappings

Answer: B

Explanation:

Explanation

Benefit mappings are used to define the product dimensions for a rebate benefit. Product dimensions are the criteria that determine which products are eligible for a rebate benefit. For example, you can create a product dimension based on product family, product line, or product category. You can also create custom product dimensions to suit your business needs¹. To create a product dimension for a rebate benefit, you need to add a benefit mapping related list to the benefit record and specify the dimension type and values². References: 1:

Define Product Dimensions for Rebate Benefits | Salesforce Help³, 2: Create Benefits and Activate a Program Unit | Salesforce Trailhead⁴

NEW QUESTION # 22

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

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

Answer: B,C

Explanation:

To collaborate with channel partners in Manufacturing Cloud, it is recommended to use external apps and Experience Cloud. External apps are applications that run outside of Salesforce but can integrate with Salesforce data and functionality. They can provide custom solutions for specific business needs and extend the capabilities of Manufacturing Cloud. For example, external apps can enable partners to access inventory levels, order status, product catalogs, and pricing information from Salesforce. Experience Cloud, formerly known as Community Cloud, is a platform that allows you to create branded digital experiences for your customers, partners, and employees. It can help you engage with your channel partners and provide them with self-service tools, collaboration features, and personalized content. For example, Experience Cloud can enable partners to view and update sales agreements, account forecasts, rebates, and targets from Salesforce. It can also help you train and onboard your partners, monitor their performance, and reward them for their achievements. Reference: Engage with Your Partners, Re-Imagining Partner Relationships with Manufacturing Cloud, Manufacturing Cloud

NEW QUESTION # 23

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:

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.

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

NEW QUESTION # 24

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

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

Answer: B,C

NEW QUESTION # 25

What is the purpose of defining the renewal days for sales agreement

- A. Determines the beginning of the renewal period
- B. Determines the beginning of the sales agreement
- C. Determines the end of the sales agreement
- D. Determines the end of the sales agreement

Answer: A

Explanation:

: The renewal days for sales agreement is a setting that defines the number of days before the end date of a sales agreement to mark the beginning of the renewal period. Users can renew a sales agreement only when the renewal period starts. This helps to plan ahead and negotiate better terms for the next sales agreement. Reference: 1: Define Renewal Period for Sales Agreements | Salesforce Help2

NEW QUESTION # 26

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