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

NEW QUESTION # 57
What is a key first step for Manufacturing Cloud implementation?

- A. Enable Manufacturing Cloud permissions for users.
- B. Configure forecast regeneration settings.
- C. Enable Manufacturing Cloud features in Setup.

Answer: C

Explanation:
The first step for Manufacturing Cloud implementation is to enable Manufacturing Cloud features in Setup.
This step allows you to access the Manufacturing Cloud objects, fields, tabs, and components in your org.
You can enable Manufacturing Cloud features for Sales, Service, or both, depending on your business needs. To enable
Manufacturing Cloud features, you need to have the Customize Application permission and the Manufacturing Cloud license
assigned to you1. References: Enable Manufacturing Cloud Features

NEW QUESTION # 58
A new custom field is created on the Account Product Forecast (APF) Table. Account Managers have already been assigned the
standard Manufacturing Account Forecast permission set.
Which two actions can be taken to give the Account Managers 'Read" access to this new field?

- A. Clone the standard permission set Manufacturing Account Forecast to a new permission setwith license type
  Manufacturing Forecast Psl. Grant Read access to the field on the newpermission set. Assign the cloned permission set to the
  Account Managers.
- B. Create a new custom permission set of license type Salesforce'. Grant Read access to thefield. Assign the newly created
  permission set to the Account Managers
- C. Give 'Read' access to the field on the standard Manufacturing Account Forecast' permissionset.
- D. Clone the standard permission set Account Forecast to a new permission set with licensetype
  'Salesforce. Grant 'Read' access to the field on the new permission set. Assign the cloned permission set to the Account
  Managers

Answer: A,C

Explanation:
= These two actions can be taken to give the Account Managers 'Read' access to the new custom field on the APF Table. The first
action involves cloning the existing permission set that already grants access to the APF Table and its standard fields, and then
modifying the cloned permission set to include the new custom field.
The second action involves editing the existing permission set directly to add the new custom field. Both actions require the same
license type, which is Manufacturing Forecast Psl, to access the APF Table. The other two actions are not valid because they use a
different license type, which is Salesforce, that does not support the APF Table. References: = Assign the Permission Set for
Advanced Account Forecast Product Category, Create Custom Fields for Account Product Forecast and Account Product Period
Forecast Objects, Permission Sets and Licenses for Manufacturing Cloud

NEW QUESTION # 59
Which data load sequence should be followed when loading data into Sales agreement?

- A. Sales Agreement
- B. Sales Agreement Product schedule
- C. Sales Agreement Product

Answer: A,B,C

Explanation:
n: A sales agreement is a contract between a manufacturer and a customer that specifies the terms and conditions of a long-term
sales relationship. A sales agreement consists of a sales agreement record and one or more sales agreement products. A sales
agreement product is a line item that represents a product or a product category that the customer agrees to purchase over a period
of time. A sales agreement product schedule is a subcomponent of a sales agreement product that defines the quantity and revenue
expectations for each time period within the sales agreement term. To load data into sales agreements, you must follow the correct
data load sequence to ensure data integrity and avoid errors. The data load sequence is as follows:
First, load the sales agreement records, which contain the basic information about the sales agreement, such as name, account, start
date, end date, status, and so on.
Second, load the sales agreement products, which are related to the sales agreement records by the Sales Agreement ID field. Each
sales agreement product must have a valid product or product category, name, initial planned quantity, and price book entry.
Third, load the sales agreement product schedules, which are related to the sales agreement products by the Sales Agreement
Product ID field. Each sales agreement product schedule must have a valid period, quantity, and revenue. References: Sales
Agreement, Sales Agreement Product, Sales Agreement Product Schedule, Data Load Sequence for Manufacturing Cloud

NEW QUESTION # 60

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 # 61

Universal Containers (UC) has been in the manufacturing industry for many years. The industry has become much more volatile over the years. UC is looking to implement Manufacturing Cloud to manage this volatility.

Which specific business challenge does the implementation of Manufacturing Cloud tackle?

- A. Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders
- B. Connecting to potential buyers and predicting the likelihood of a sale
- C. Connecting stakeholders and assets for real-time collaboration in the field

Answer: A

Explanation:

Manufacturing Cloud is a solution that enables manufacturers to align their sales and operations teams, improve account-based forecasting, and drive business outcomes. One of the main challenges that Manufacturing Cloud addresses is the volatility of the manufacturing industry, which makes it difficult to plan and execute production and distribution efficiently. By gaining visibility into the entire value chain, manufacturers can improve their forecast accuracy, collaborate with their stakeholders, and respond to changing customer needs and market conditions. References: What Is Manufacturing Cloud?, Inside Salesforce's New Trends in Manufacturing Report

NEW QUESTION # 62

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