

Quiz Authoritative Salesforce - Manufacturing-Cloud-Professional - Test Manufacturing Cloud Accredited Professional Exam Voucher



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The Salesforce Manufacturing-Cloud-Professional exam covers a wide range of topics related to manufacturing management, including demand planning, production planning, capacity planning, and order management. It also tests the candidate's knowledge of Salesforce Manufacturing Cloud features such as Sales Agreement, Account-Based Forecasting, and Contracted Manufacturing.

The Manufacturing Cloud Accredited Professional certification is ideal for professionals who work in the manufacturing industry and are looking to enhance their skills and knowledge in using Salesforce Manufacturing Cloud. Manufacturing-Cloud-Professional Exam is also suitable for individuals who want to demonstrate their expertise in the manufacturing industry and improve their career prospects. Manufacturing Cloud Accredited Professional Exam certification is recognized globally and is highly respected by employers in the manufacturing industry.

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Salesforce Manufacturing Cloud Accredited Professional exam is an essential certification for professionals working in manufacturing management. It validates the knowledge and skills of individuals in using Salesforce Manufacturing Cloud to optimize manufacturing operations. By passing Manufacturing-Cloud-Professional Exam, professionals can demonstrate their expertise to potential employers and open up new career opportunities.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q112-Q117):

NEW QUESTION # 112

A client has provided a list of unstructured, unprioritized requirements. What should a consultant do to advance to the next step of the project?

- A. Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.
- B. Write a Solution Design Document detailing the required technical solution to answer the list of requirements.
- **C. Prepare a template with the requirements and their associated priority, and work with the client to evaluate each item.**

Answer: C

Explanation:

A consultant should prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. This is the best way to advance to the next step of the project, because it helps the consultant and the client to align on the scope, objectives, and expectations of the project. It also allows the consultant to understand the client's business needs, challenges, and opportunities, and to prioritize the requirements based on their value and feasibility. By working collaboratively with the client, the consultant can also build trust and rapport, and ensure that the client is engaged and satisfied with the project outcome.

References:

* Manufacturing Cloud - Salesforce

* Considerations for Working with Manufacturing - Salesforce

NEW QUESTION # 113

When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

- A. Update to Assignments
- B. Propagate to Assignments
- C. Recalculate Assignments
- D. No action required, changes are reflected automatically
- **E. Refresh Assignments**

Answer: E

Explanation:

Explanation

Account Manager Targets is a feature in Manufacturing Cloud that allows businesses to set and track sales goals for their account managers based on product volume, revenue, or any other custom measure. Account managers can create, assign, and edit targets for their team members and monitor their performance against the targets. When a target is changed in Account Manager Targets, the change is not reflected immediately in the assignment values of the team members. To see the updated assignment values, you must perform the Refresh Assignments action on the Assignments tab of the target record. This action recalculates the assignment values based on the new target value and distributes the target among the team members according to the assignment rules. The other actions are not valid for Account Manager Targets. References: Account Manager Targets in Manufacturing Cloud, Learn About Account Manager Targets, Enable Account Manager Targets, Assign an Account Manager Target

NEW QUESTION # 114

When loading data into Salesforce Manufacturing Cloud, following a specific order of operations is crucial to ensure data integrity and avoid errors.

Which option represents the correct order of operations for loading data into Manufacturing Cloud?

- A. Load Accounts, Sales Agreements, and Orders first followed by Contacts and, finally, Products.
- B. Load Products, Accounts, and Contacts first, followed by Orders and, finally, Sales Agreements.
- **C. Load Accounts, Contacts, and Products first, followed by Sales Agreements and, finally, Orders.**

Answer: C

Explanation:

* To load data into Manufacturing Cloud, you need to follow a specific order of operations to ensure data

* integrity and avoid errors1.

* The order of operations is based on the dependencies and relationships between the objects in Manufacturing Cloud1.

* The recommended order of operations is as follows1:

- * Load Accounts, Contacts, and Products first, as they are the base objects that other objects depend on.
 - * Load Sales Agreements next, as they reference Accounts, Contacts, and Products, and are used to track run-rate or long-term negotiated business.
 - * Load Orders last, as they reference Sales Agreements, Accounts, Contacts, and Products, and are used to track actual business transactions.
 - * The other options are incorrect because they do not follow the recommended order of operations and may cause data integrity issues or errors.
- References:
- * Load Data into Manufacturing Cloud - Salesforce

NEW QUESTION # 115

An organization is looking to support channel partners but has yet to onboard them digitally. The organization would like to work closely with its partners to plan their work and support them by providing functionality, insights, and data. What should the organization do to fill this gap?

- **A. Leveraging Partner Visit Management functionality**
- B. Allow them to submit claims against warranty coverage
- C. Add a timeline to the Experience Cloud

Answer: A

Explanation:

The organization should leverage Partner Visit Management functionality to fill the gap. Partner Visit Management is a feature of Salesforce Manufacturing Cloud that enables manufacturers to collaborate with their channel partners on sales and service activities. With Partner Visit Management, manufacturers can create and assign visit plans to their partners, track their progress and performance, and provide feedback and coaching. Partners can access the visit plans through the Manufacturing partner site, which is a predefined template for Experience Cloud sites. The Manufacturing partner site also allows partners to view and update sales agreements, forecasts, and account information, as well as access resources and training materials. By using Partner Visit Management and the Manufacturing partner site, the organization can support its channel partners by providing functionality, insights, and data, as well as working closely with them to plan their work. References:

- * Engage with Your Partners - Salesforce
- * What Is Manufacturing Cloud? - Salesforce
- * Elevate Partner Management - Salesforce
- * Simplify Partner Engagement: A Guide for Manufacturers - Salesforce

NEW QUESTION # 116

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


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

Answer: C,D

NEW QUESTION # 117

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