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Salesforce Manufacturing-Cloud-Professional: Manufacturing Cloud Accredited Professional exam is designed for professionals who want to demonstrate their expertise in using the Manufacturing Cloud solution. Manufacturing-Cloud-Professional exam is ideal for individuals who work in manufacturing businesses, including sales representatives, account managers, and operations managers. Manufacturing-Cloud-Professional exam tests their knowledge of the Manufacturing Cloud solution, including its capabilities, features, and best practices.

Salesforce Manufacturing-Cloud-Professional Certification Exam is designed for individuals who want to showcase their expertise in implementing and managing Salesforce Manufacturing Cloud solutions. Manufacturing Cloud Accredited Professional Exam certification is ideal for professionals who have a deep understanding of the manufacturing industry and want to demonstrate their skills in leveraging Salesforce to drive operational efficiencies.
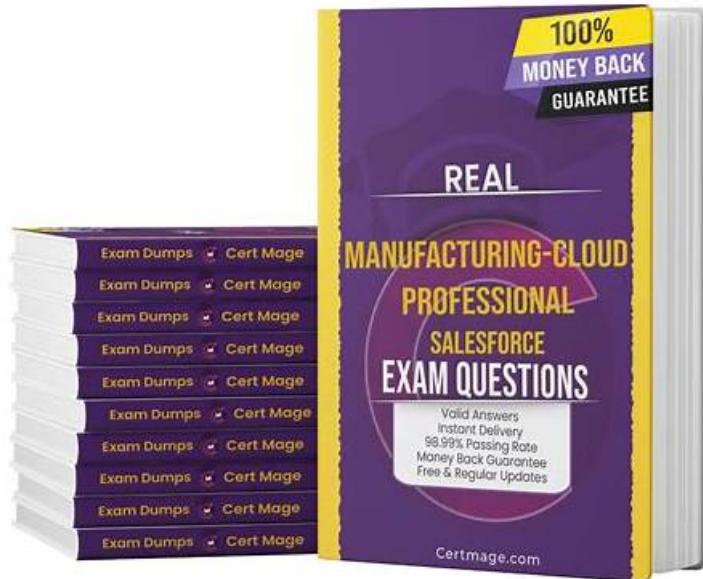
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The Manufacturing Cloud Accredited Professional Exam is ideal for individuals who work in manufacturing sales, operations, supply chain management, and customer service. Manufacturing Cloud Accredited Professional Exam certification program is designed to help professionals become proficient in the use of the Manufacturing Cloud platform, enabling them to leverage the platform's features and functionalities to streamline their operations and boost their productivity. Manufacturing Cloud Accredited Professional Exam certification also helps individuals demonstrate their expertise in the use of Salesforce technologies, increasing their credibility in the industry.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q78-Q83):

NEW QUESTION # 78

Universal Containers (UC) wants to enrich the warranty claims experience for partners and distributors. UC wants its partners and distributors to submit warranty claims and closely track their status from the Manufacturing Experience Cloud site.
Which standard object captures Type, Reason, and Account information?

- A. Claim Item
- B. Claim
- C. Claim Participant

Answer: B

Explanation:
Explanation
Claim is a standard object that captures the information about a warranty claim submitted by a partner or a distributor. It includes fields such as Type, Reason, Account, Status, and Resolution. Claim is the parent object of Claim Item, which captures the information about the individual products or services involved in the claim.
Claim is also related to Claim Participant, which captures the information about the parties involved in the claim, such as the claimant, the manufacturer, the service provider, etc. References: [Claim], [Claim Item],
[Claim Participant]

NEW QUESTION # 79

The service agents at Universal Containers reported that it takes too long to find information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims.
What should the consultant recommend to make the support process easier?

- A. Create a custom Case Lightning record page.
- B. Enable the Service Console for Manufacturing app.
- C. Enable the Service Console app.

Answer: B

Explanation:
The Service Console for Manufacturing app is a prebuilt app that provides a unified console for customer service representatives (CSRs) to view and manage information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims1.
The app also provides features such as a timeline of interactions, contextual alerts, relevant actions, and knowledge articles to help CSRs resolve customer issues and provide proactive service1.
The app is designed specifically for the manufacturing industry and integrates with other Manufacturing Cloud features such as Sales Agreements and Account Forecasting2.
The other options are incorrect because they do not provide the same level of functionality and integration as the Service Console for Manufacturing app. Option A would only customize the layout of the Case object, but not the other related objects. Option B would enable the generic Service Console app, which does not have the manufacturing-specific components and data sources.
Service Console for Manufacturing - Salesforce
Get Started with Manufacturing Cloud for Service - Salesforce

NEW QUESTION # 80

In Salesforce Manufacturing Cloud, why is it important to validate the functionality against business process flows during

implementation or system updates?

- A. To optimize and streamline the manufacturing operations by leveraging the full capabilities of Salesforce Manufacturing Cloud
- B. To improve user adoption and satisfaction by customizing the system to match the organization's unique business requirements
- C. To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization

Answer: C

Explanation:
: Validating the functionality against business process flows is a key step in the implementation or system update of Salesforce Manufacturing Cloud. It helps to ensure that the system meets the business requirements and expectations of the stakeholders, and that it can handle the various scenarios and use cases that may arise in the manufacturing industry. By validating the functionality, you can also identify and resolve any issues or gaps that may affect the system performance, usability, or security. Additionally, validating the functionality can help you to document and communicate the system changes and benefits to the end users and other parties involved in the project. Reference: Implementation Guide, System Updates

NEW QUESTION # 81
An organization wants to provide flexibility to account managers and partner users concerning managing sales agreements. The organization has observed several requests from account managers to remove sales agreements they have inadvertently created and would like the account managers to do this themselves.
What should the organization do to accomplish this?

- A. Give them the Delete Sales Agreements permission
- B. Give them the Delete Sales Agreements profile
- C. Give them the Remove Sales Agreement permission

Answer: A

Explanation:
Explanation
To delete a sales agreement, the user must have the Delete Sales Agreements permission, which is included in the Manufacturing Sales Agreement Manager permission set. This permission allows the user to delete an active, approved, canceled, or expired sales agreement, as long as it does not have any active orders associated with it. Giving the user the Delete Sales Agreements profile or the Remove Sales Agreement permission will not enable them to delete sales agreements, as these are not valid options in Salesforce Manufacturing Cloud. References: Delete a Sales Agreement, Assign the Manufacturing Permission Sets to Users.

NEW QUESTION # 82
If an organization would like to apply a rebate program to more than one account, which course of action should be taken to accomplish this requirement?

- A. Add each account to the rebate benefits related list to the rebate program
- B. Add each account to the members related list on the rebate program
- C. Create a new rebate program for each account

Answer: B

Explanation:
Explanation
Rebate programs are used to define the terms and conditions of a rebate agreement between a manufacturer and an account. A rebate program can be applied to one or more accounts by adding them to the members related list on the rebate program. This way, the manufacturer can track the performance and payouts of each account under the same rebate program. References: Rebate Programs, Rebate Program Members

NEW QUESTION # 83
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