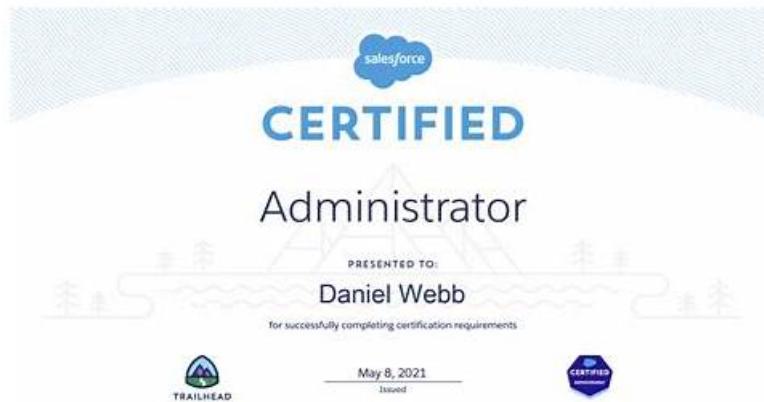


# Trustable Manufacturing-Cloud-Professional Passing Score Feedback - Win Your Salesforce Certificate with Top Score



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The Manufacturing Cloud Accredited Professional Exam is an excellent certification program for professionals who want to demonstrate their expertise in Salesforce Manufacturing Cloud. Manufacturing-Cloud-Professional exam covers a wide range of topics and is designed to help candidates gain a deeper understanding of how Salesforce can be used to optimize manufacturing operations. By passing the exam, professionals can demonstrate their proficiency in using Salesforce Manufacturing Cloud and can help their organizations to become more efficient, productive, and profitable.

Salesforce Manufacturing Cloud Accredited Professional exam covers topics such as manufacturing processes, sales agreements, account-based forecasting, and production planning. Manufacturing-Cloud-Professional Exam consists of 60 multiple-choice questions, and the candidate is required to complete it within 90 minutes. To pass the exam, a candidate must score at least 68%, and the certification is valid for two years. Achieving this certification demonstrates an individual's commitment to their profession and provides a competitive advantage in the job market. It also showcases their proficiency in the Manufacturing Cloud and their ability to help organizations improve their manufacturing processes.

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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.

## Salesforce Manufacturing Cloud Accredited Professional Exam Sample

## Questions (Q31-Q36):

### NEW QUESTION # 31

A consultant implementing Manufacturing Cloud wants to see the actual orders in sales agreements. How should the consultant automate this process?

- A. By selecting one of the options in the Actuals Calculation section on the Sales Agreement Setup page
- B. By manually updating the quantities for every schedule when a sales agreement is active
- C. By importing the quantities using an API on a daily scheduled Job

### Answer: A

Explanation:

To automate the process of showing actual orders in sales agreements, the consultant should navigate to the Sales Agreement Setup page and select an option from the Actuals Calculation section. This setup allows for the automatic calculation and display of actual quantities for each schedule when a sales agreement is active, thereby streamlining the process and ensuring the accuracy of data presented in sales agreements.

### NEW QUESTION # 32

An Admin is creating an app from the Analytics for manufacturing template in Tableau CRM for Manufacturing. Which Rebate Management object supports custom fields for rebate program(s) analysis?

- A. Program Rebate Type
- B. Rebate Member Product Aggregate
- C. Rebate Program
- D. Program Rebate Type Benefit

### Answer: D

Explanation:

Explanation

Program Rebate Type Benefit is a Rebate Management object that supports custom fields for rebate program(s) analysis. It is used to define the benefit tiers for a rebate type, such as the percentage or amount of rebate that is paid out based on the achievement of a certain threshold. Program Rebate Type Benefit can have custom fields that specify the criteria by which the benefits vary, such as product category, region, or industry segment. These custom fields can be used in the Analytics for manufacturing app in Tableau CRM for Manufacturing to create dashboards and reports that show the performance and impact of rebate programs. References: Rebate Management Standard Objects - Salesforce Developers, Deploy and Use Rebate Analytics - Salesforce, Salesforce Manufacturing Cloud Flashcards

### NEW QUESTION # 33

Which three options can be defined by an Admin in the Setup area in Account Manager Targets?

- A. Distribution Frequency
- B. Price Book
- C. Team Member Hierarchy
- D. Target Measure Type
- E. Default Currency

### Answer: A,B,C

### NEW QUESTION # 34

Which two options can be used to populate a custom metric so that it shows on forecast grid?

- A. Implement an record trigger on Account Product period Forecast (APPF)
- B. Implement an apex trigger on Account Product Forecast (APF)
- C. Implement a record trigger flow on Account Product Forecast (APF)
- D. Implement an apex trigger on Account Product period Forecast (APPF)

- E. Used to recalculate all forecast button on the account forecast settings page

**Answer: C,D**

Explanation:

You can use apex triggers to populate a custom metric on the forecast grid. A custom metric is a field that you can add to the Account Product Forecast (APF) or Account Product Period Forecast (APPF) objects to display additional information on the forecast grid. For example, you can create a custom metric to show the profit margin or the cost of goods sold for each product. To populate a custom metric, you need to write an apex trigger on the APF or APPF object that calculates the value of the custom metric based on the data in the record. You can use the standard or custom fields in the APF or APPF object as inputs for the calculation. For example, you can use the Planned Quantity, Planned Revenue, and Product Cost fields to calculate the profit margin. You can also use the fields from the related objects, such as the Account, Product, or Sales Agreement, by using the relationship queries. For example, you can use the Account Name or the Sales Agreement Status fields to filter the records for the calculation. After writing the apex trigger, you need to deploy it to your org and activate it. Then, you can add the custom metric field to the forecast grid layout and see the values populated on the grid. References: Create Custom Metrics for Account Forecasts, Apex Developer Guide, Relationship Queries

#### NEW QUESTION # 35

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

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

**Answer: B,C**

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 # 36

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