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Salesforce Manufacturing Cloud Professional Certification Exam is designed to test the ability of professionals to use Salesforce Manufacturing Cloud to help their manufacturing organizations succeed. Manufacturing-Cloud-Professional Exam covers topics such as managing production orders, forecasting demand, collaborating with partners, and analyzing performance data. Professionals who pass the exam will demonstrate that they have the knowledge and skills needed to help their organizations improve efficiency, reduce costs, and increase customer satisfaction.

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q26-Q31):

NEW QUESTION # 26

Universal Containers (UC) is implementing Advanced Account Forecasting for its national business. UC has three primary product materials it wants to forecast for each of its key distribution partners. Each of UC's individual products has one of these material attributes on its record, but UC doesn't need to see the product detail in its forecast.

What should the administrator do to meet these business requirements?

- A. Add custom Material dimension to Forecast Fact and Forecast Set. Update the DPE definitions to aggregate the data at the distribution partner level.
- B. Add custom Material dimension to Forecast Fact and Forecast Set. Clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics.
- C. Configure a custom Forecast Context. Create new DPE definitions from scratch.

Answer: B

Explanation:

To meet the business requirements of UC, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This will allow UC to group and filter the forecast data by the material attribute of the products. The administrator should also clone and use the standard DPE definitions to populate the new custom metrics for the Material dimension. The standard DPE definitions are templates that can be used to aggregate data from various sources, such as sales agreements, orders, opportunities, and custom objects. By cloning and using the standard DPE definitions, the administrator can save time and effort in creating the formulas and filters for the new custom metrics. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch, as these options are more complex and require more customization.

References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Dimensions and Period Groups, Streamline Forecast Calculations with Data Processing Engine Definitions

NEW QUESTION # 27

An organization does not have Account Forecasting Model set up. Based on the analysis it has done, the organization has agreed to set up Account Forecasting from 1 Jan 2024 for a period of 18 months. The current period is Feb 2024.

Which values will need to be set up for the start period?

- A. 2
- B. 0
- C. 1
- D. 18
- E. 2

Answer: E

Explanation:

* The start period is the number of periods before or after the current period that the forecast generation starts from1.

* To generate forecasts from a future period, a positive start period offset is required2.

* Since the current period is Feb 2024 and the organization wants to start forecasting from Jan 2024, the start period offset is 2 (Jan 2024 is two periods before Feb 2024).

* The other options are incorrect because they do not match the desired start period for the organization.

References:

* Configure Account Forecasts - Salesforce

* Considerations for Advanced Account Forecasting - Salesforce

NEW QUESTION # 28

Which two out-of-the-box Manufacturing Actions can be performed in Process Builder and Flow Builder?

- A. Mass Update Account Forecast
- B. Mass Update Sales Agreement

- C. Clone Account Forecast
- D. Clone Sales Agreement
- E. Mass Archive Sales Agreement

Answer: A,B

Explanation:

Manufacturing Actions are custom actions that are available in Process Builder and Flow Builder to automate common tasks related to Manufacturing Cloud objects. Out of the box, there are two Manufacturing Actions that can be performed in Process Builder and Flow Builder: Mass Update Account Forecast and Mass Update Sales Agreement. Mass Update Account Forecast allows you to update multiple account forecasts at once based on a filter criteria. Mass Update Sales Agreement allows you to update multiple sales agreements at once based on a filter criteria. These actions can help you save time and ensure data accuracy by applying bulk changes to your account forecasts and sales agreements. Reference: Manufacturing Actions | Manufacturing Cloud Developer Guide | Salesforce Developers, Salesforce Manufacturing Cloud Professional Dumps Updated - Dumpsbase, Salesforce Manufacturing-Cloud-Professional Exam Dumps - DumpsMate

NEW QUESTION # 29

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer.

Each agreement contains ProductA.

Via manual API upload, a new order containing Product A comes in for the current quarter.

Which Sales Agreement will this new order be linked to?

- A. The Sales Agreement that was activated first will be linked to the order.
- B. The Sales Agreement can only be linked manually to the order.
- C. The Sales Agreement that was activated last will be linked to the order.
- D. The Sales Agreement that was selected by custom logic will be linked to the order.

Answer: D

Explanation:

When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to.

You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last1. Reference:

Sales Agreements and Forecasting in Manufacturing Cloud

Set Up and Configure Sales Agreements

NEW QUESTION # 30

An administrator at Universal Containers is concerned about increased data corruption and wants to maintain data integrity in Manufacturing Cloud.

What should the administrator do to reduce data corruption and maintain data sanctity?

- A. Edit the standard Manufacturing Sales Agreements permission set, deselect the mass update for Sales Agreements, and assign the permission set to all non-System Administrator users.
- B. Update the non-System Administrator user profiles, giving them the View All and Modify All data permissions on the Sales Agreement object.
- C. Clone the standard Manufacturing Sales Agreements permission set, deselect the mass update for Sales Agreements, and assign the cloned permission set to all non-System Administrator users.

Answer: C

Explanation:

Explanation

According to the Salesforce Manufacturing Cloud Learning documents, one of the best practices for maintaining data integrity in Manufacturing Cloud is to limit the mass update for sales agreements1. This prevents accidental or malicious changes to existing sales agreements that could affect other records or processes in Manufacturing Cloud. By cloning a standard manufacturing sales agreements permission set and assigning it to all non-System Administrator users, an administrator can reduce data corruption and maintain data sanctity.

References:

- * Create a Permission Set
- * Clone a Permission Set
- * Assign a Permission Set

NEW QUESTION # 31

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