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Salesforce Manufacturing-Cloud-Professional

Manufacturing Cloud Accredited Professional Exam

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Salesforce Manufacturing-Cloud-Professional Certification Exam is designed for professionals who are interested in validating their expertise in implementing and managing Salesforce Manufacturing Cloud. Manufacturing Cloud Accredited Professional Exam certification is aimed at individuals who have a strong understanding of the manufacturing industry and are looking to enhance their skills in managing manufacturing operations using Salesforce.

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To be eligible for the Manufacturing-Cloud-Professional Certification Exam, candidates must have experience working with Salesforce Manufacturing Cloud and possess the necessary skills to implement and manage the platform effectively. Manufacturing-Cloud-Professional exam is designed to test the candidate's proficiency in using Salesforce Manufacturing Cloud to optimize the manufacturing process and drive business growth.

The Manufacturing Cloud Accredited Professional exam is a certification offered by Salesforce for individuals who have expertise in the Manufacturing Cloud solution. Manufacturing-Cloud-Professional Exam is designed to test the knowledge and skills of individuals to ensure that they have a deep understanding of the solution and can implement it effectively. Manufacturing-Cloud-Professional exam covers a wide range of topics, including the Manufacturing Cloud data model, forecasting, planning, and collaboration.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q25-Q30):

NEW QUESTION # 25

Universal Containers (UC) is preparing to roll out its new Manufacturing Cloud. UC has asked a group of end users to conduct preliminary testing. A group of 12 users is conducting testing and must give the go-ahead to deploy all settings to the production environment.

Which items are necessary to conduct proper testing?

- A. Sandbox access; Test data; Process scripts
- B. Profile configuration; Process scripts; User permissions
- C. Process scripts; Sandbox access; Communication guidelines

Answer: C

Explanation:

To conduct proper testing of Manufacturing Cloud, the end users need the following items:

Sandbox access: A sandbox is a copy of the production environment that allows users to test changes and features without affecting the live data. Manufacturing Cloud offers different types of sandboxes for different testing purposes, such as learning, pre-release, and base12.

Test data: Test data is a set of realistic and representative data that is used to simulate the actual business scenarios and workflows in Manufacturing Cloud. Test data can be created manually, imported from external sources, or copied from the production environment³⁴.

Process scripts: Process scripts are step-by-step instructions that guide the users through the testing scenarios and expected outcomes. Process scripts help to ensure that the testing is consistent, comprehensive, and aligned with the business requirements .

References: Create a Manufacturing Cloud Trial Org, Try Manufacturing Cloud for Free, Create Test Data for Your Full Sandbox, Import Data into Your Org, [Create a Test Plan for Your Salesforce Implementation], [Test Your Salesforce Implementation].

NEW QUESTION # 26

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

Answer: E

Explanation:

Explanation

The start period is the number of periods before or after the current period that the forecast generation starts from.
To generate forecasts from a future period, a positive start period offset is required.
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 # 27

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating actuals against account manager targets?

- A. Custom Lookup Field for a user on Account.
- B. Account Owner
- C. Other User
- D. Opportunity Owner
- E. Order Owner

Answer: B,C,E

Explanation:

These three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard when calculating actuals against account manager targets. The configuration wizard guides users through the creation of an app from the Analytics for Manufacturing template and allows them to customize the data and settings for the app. One of the settings is to choose who gets credit for the orders, which determines how the actual revenue is attributed to the account managers. The user can select one of the following options:

* Account Owner: This option credits all orders to the account owner's actual revenue, regardless of who owns the order. This is useful when the account owner is responsible for the overall relationship and revenue of the account.

* Order Owner: This option credits all orders to the order owner's actual revenue, regardless of who owns the account. This is useful when the order owner is responsible for the individual order and revenue of the order.

* Other User: This option credits all orders to a custom user's actual revenue, based on a custom lookup field for a user on the account. This is useful when there is a different user, such as a sales engineer or a partner, who is responsible for the order and revenue of the order.

References: = Create and Share an App from the Analytics for Manufacturing Template, Salesforce Authentication - Tableau, The Configuration Wizard - Salesforce Developers

NEW QUESTION # 28

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Lightning Classic Apps
- B. External Apps
- C. Experience Cloud
- D. Manufacturing Cloud license for external users
- E. Visualforce pages

Answer: B,C

Explanation:

To collaborate with channel partners in Manufacturing Cloud, it is recommended to use external apps and Experience Cloud. External apps are applications that run outside of Salesforce but can integrate with Salesforce data and functionality. They can provide custom solutions for specific business needs and extend the capabilities of Manufacturing Cloud. For example, external apps can enable partners to access inventory levels, order status, product catalogs, and pricing information from Salesforce. Experience Cloud, formerly known as Community Cloud, is a platform that allows you to create branded digital experiences for your customers, partners, and employees. It can help you engage with your channel partners and provide them with self-service tools, collaboration features, and personalized content. For example, Experience Cloud can enable partners to view and update sales agreements, account forecasts, rebates, and targets from Salesforce. It can also help you train and onboard your partners, monitor their performance, and reward them for their achievements. References: Engage with Your Partners, Re-Imagining Partner Relationships with Manufacturing Cloud, Manufacturing Cloud

NEW QUESTION # 29

Universal Containers (UC) uses an Enterprise Resource Planning (ERP) system for order and inventory management. UC would like to give its sales teams the ability to view the order information related to an account without replicating the order information. Which object type should a consultant use to access account order information?

- A. A custom object
- B. A standard Order object
- C. An external object

Answer: C

Explanation:

A consultant should use an external object to access account order information from an ERP system. An external object is similar to a custom object, but the record data is stored outside the Salesforce organization.

By using external objects, the consultant can access the order data in real time via web service callouts, without replicating the data in Salesforce. This way, the sales teams can view the current state of the order information related to an account, without wasting storage and resources keeping data in sync. A standard Order object or a custom object would require copying the order data from the ERP system to the Salesforce organization, which is not the desired solution for UC. References: 1: External Objects2

NEW QUESTION # 30

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