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The Manufacturing Cloud Accredited Professional certification is issued by Salesforce and is valid for two years. Manufacturing Cloud Accredited Professional Exam certification demonstrates that the professional has a comprehensive understanding of the Manufacturing Cloud solution and can help businesses optimize their manufacturing operations. Manufacturing Cloud Accredited Professional Exam certification also helps professionals enhance their career prospects by demonstrating their expertise and credibility in the field of manufacturing.

Earning the Manufacturing Cloud Accredited Professional Certification demonstrates that you have the skills and knowledge

required to implement and manage Salesforce Manufacturing Cloud. By earning this credential, you will enhance your credibility and increase your chances of career advancement. You will also be able to contribute to your organization's success by leveraging the Manufacturing Cloud platform to improve operational efficiency, increase customer satisfaction, and drive revenue growth.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q11-Q16):

NEW QUESTION # 11

Which three conditions need to be fulfilled so that an order is included in the Actuals calculation process on a Sales Agreement?

- A. The order needs to have Status = Activated.
- B. The date in the Order Date field should be in the past.
- C. The order needs to have Category = Activated.
- D. The date in the Order Date field should be in the future.
- E. The Sales Agreement field needs to be populated on the Order.

Answer: A,B,E

Explanation:

Explanation

To include an order in the Actuals calculation process on a Sales Agreement, the following conditions need to be fulfilled:

The order needs to have Status = Activated. This indicates that the order is confirmed and ready to be fulfilled.

The date in the Order Date field should be in the past. This ensures that the order is not a future projection but an actual transaction.

The Sales Agreement field needs to be populated on the Order. This links the order to the corresponding sales agreement that it belongs to. References:

What Is Manufacturing Cloud?

Sales Agreement Actuals

NEW QUESTION # 12

What is the maximum number of products a sales agreement can have?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: A

Explanation:

The maximum number of products a sales agreement can have is 1000. You can find more information about Sales Agreement limits in the Salesforce documentation, which can be found here: https://help.salesforce.com/articleView?id=sales_agreement_limits.htm&language=en_US&type=0.

NEW QUESTION # 13

Badger Power is using Manufacturing Cloud. Forecasts have been set up and generated for all of their accounts. The forecast formula was recently adjusted to reflect Opportunity Probability. Which action will this trigger?

- A. Recalculation of all forecast(s).
- B. Regeneration of all forecast(s).
- C. Recalculation of all active forecast(s).
- D. Regeneration of all active forecast(s).

Answer: B

Explanation:

When you change the forecast formula, the existing forecasts are deleted and new forecasts are generated using the updated formula. This applies to all forecasts, regardless of their status. Therefore, the correct answer is C. Regeneration of all forecast(s).

References: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

NEW QUESTION # 14

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%. Where should the Account owner add the additional 5%?

- A. Update the Market Growth to 10%.
- B. Update the Account Forecast to 10%.
- C. Set 5% value in Account Growth.

Answer: C

Explanation:

Explanation

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities. The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of

10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast. Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION # 15

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:

Explanation

A list of unstructured, unprioritized requirements is not sufficient to proceed to the next step of the project, which is the solution design. The consultant needs to work with the client to structure, prioritize, and validate the requirements, and to align them with the business objectives and the Manufacturing Cloud capabilities. A possible approach is to prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. The priority can be based on factors such as the business value, the urgency, the complexity, the dependency, and the risk of each requirement. The template can also include other information, such as the scope, the acceptance criteria, the assumptions, and the dependencies of each requirement. By using this approach, the consultant can ensure that the requirements are clear, complete, and feasible, and that they reflect the client's needs and expectations. References: [Salesforce Manufacturing Cloud Implementation Guide], [Gather Requirements]

NEW QUESTION # 16

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