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Becoming a Manufacturing Cloud Accredited Professional demonstrates the professional's expertise in Manufacturing Cloud, which can lead to better job opportunities and higher salaries. Manufacturing Cloud Accredited Professional Exam certification also shows the professional's commitment to continuous learning and development, which is highly valued by employers. Overall, the Manufacturing-Cloud-Professional Exam is an excellent opportunity for professionals in the manufacturing industry to demonstrate their expertise in Manufacturing Cloud and advance their careers.

Salesforce Manufacturing-Cloud-Professional Certification Exam covers a wide range of topics related to Manufacturing Cloud, including sales agreements, account-based forecasting, demand planning, and capacity planning. Candidates are also expected to have a deep understanding of the various features of Manufacturing Cloud, such as the Manufacturing Network, Supply Chain Planner, and Order Management. They should be able to configure and customize these features to meet the specific needs of their organization.

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### Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q79-Q84):

#### NEW QUESTION # 79

A custom metric for display on Agreement Terms is needed based on the business requirements. Custom fields and mappings are required between the custom fields of the Sales Agreement Product and Sales Agreement Product Schedule objects. What should an administrator consider while designing for this requirement?

- A. Only number, currency, and formula field types are available for mapping.
- **B. Only number, percent, and currency field types are available for mapping.**
- C. Only number, formula, and value field types are available for mapping.

**Answer: B**

Explanation:

Explanation

To create a custom metric for display on Agreement Terms, you need to create custom fields on the Sales Agreement Product and Sales Agreement Product Schedule objects and map them using the Custom Metric Mapping tool. However, only number, percent, and currency field types are supported for mapping. You cannot use formula or value field types for this purpose. References: Custom Metric Mapping, Create Custom Metrics for Agreement Terms

#### NEW QUESTION # 80

A salesforce Manufacturing cloud admin wants to change the forecast frequency from quarterly to monthly in the account settings. Which two things do they need to be aware of?

- **A. All the previously active account forecasts will expire**
- B. A recalculation of the forecast for the accounts added since the last update will be carried out
- C. The length of the time that has elapsed since the last change to the forecast setting.
- D. The administrator grants them to right make changes to the forecast settings in the adjustments.
- **E. A full regeneration of all the eligible account forecasts will be carried out.**

**Answer: A,E**

Explanation:

Explanation

Changing the forecast frequency from quarterly to monthly in the account settings will affect the existing account forecasts in two ways:

\* A full regeneration of all the eligible account forecasts will be carried out. This means that the existing account forecasts will be deleted and new ones will be created based on the new frequency. The regeneration process may take some time depending on the number of accounts and products involved<sup>1</sup>.

\* All the previously active account forecasts will expire. This means that the account managers will not be

\* able to view or edit the old account forecasts that were based on the quarterly frequency. They will only see the new account forecasts that are based on the monthly frequency<sup>2</sup>.

References: Change the Forecast Frequency, Account Forecast Expiration

### NEW QUESTION # 81

Where would a consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities be found?

- **A. Sales Agreement in Manufacturing Cloud**
- B. Rebate Management in Manufacturing Cloud
- C. Contracts in Manufacturing Cloud
- D. Account Based Forecast in Manufacturing Cloud
- E. Account Manager Targets in Manufacturing Cloud

**Answer: A**

### NEW QUESTION # 82

Which two options are available to integrate Oracle ERP orders data with Manufacturing Cloud?

- **A. Use API integration with custom logic**
- B. Use the ERP integration template
- C. Use ANT Migration
- **D. Use an AppExchange ISV solution**

**Answer: A,D**

Explanation:

Salesforce Manufacturing Cloud can be integrated with Oracle ERP orders data using two options:

Use an AppExchange ISV solution: This option allows you to leverage existing solutions from independent software vendors (ISVs) that are available on the Salesforce AppExchange platform. These solutions are designed to simplify and automate the integration process between Salesforce and Oracle ERP systems. Some examples of AppExchange ISV solutions are rSTAR, DBSync, and Jitterbit.

Use API integration with custom logic: This option allows you to use the Salesforce APIs and the Oracle ERP APIs to create custom logic for integrating the orders data between the two systems. You can use any programming language or tool that supports REST or SOAP web services to build the integration logic. You can also use the MuleSoft Accelerator for Manufacturing, which is a prebuilt integration solution that connects Salesforce Manufacturing Cloud with Oracle ERP Cloud1.

Reference:

ERP and Salesforce: Everything Manufacturers Need To Know

Integrate Salesforce.com with Oracle Integration Cloud

Oracle Cloud Using the Salesforce Adapter with Oracle Integration Cloud All About Integrating Oracle ERP and Salesforce CRM-  
rSTAR Technologies What Is Manufacturing Cloud? - Salesforce

### NEW QUESTION # 83

Universal Containers wants to make run-rate business more predictable within Manufacturing Cloud. Which standard feature serves as a starting point to manage this?

- A. Opportunity or Sales Agreements
- B. Opportunity
- **C. Sales Agreements**

**Answer: C**

Explanation:

n: Sales Agreements are the standard feature in Manufacturing Cloud that allow users to track and manage their run-rate or long-term negotiated business. Sales Agreements unify the data from ERP and order management systems with the contract terms, including planned volumes and revenues, so that both operations and account teams can have a 360-degree view of the customer. Sales Agreements also enable users to forecast their run-rate business more accurately and efficiently by using account-based forecasting. Opportunities are used to track new business or one-off business, not run-rate business. Opportunity or Sales Agreements is not a valid option, as they are two different features. References: What Is Manufacturing Cloud?, Forecast Your Run-Rate and New Business with Account-Based Forecasting, Salesforce Launches Manufacturing Cloud-Aligning Sales and Operations to Deliver More Transparent and Predictable Business Outcomes, Salesforce Blog: Manufacturing Cloud

## NEW QUESTION # 84

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