

Exam Manufacturing-Cloud-Professional Fee & Manufacturing-Cloud-Professional Test Voucher

Salesforce Manufacturing-Cloud-Professional

Manufacturing Cloud Accredited Professional Exam

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q59-Q64):

NEW QUESTION # 59
How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks against product margin targets
- B. It tracks account revenue growth against goals
- C. It tracks performance against account manager targets
- D. It tracks inventory utilization for a defined time frame
- E. It tracks product growth trends

Answer: B,C

NEW QUESTION # 60
Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

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

Answer: B,C

NEW QUESTION # 61
Universal container wants to enter a sales agreement for Widget A. Which three minimum data element required on sales agreement

- A. Account, Opp, Contracts
- B. Account, Product, Orders
- C. Account, Price book, Product
- D. Opp, Pricebook, Product

Answer: C

NEW QUESTION # 62
How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

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Salesforce Manufacturing-Cloud-Professional (Manufacturing Cloud Accredited Professional) Certification Exam is a highly sought-after certification for professionals working in the manufacturing industry. Manufacturing Cloud Accredited Professional Exam certification is designed to validate the skills and expertise of professionals in using Salesforce Manufacturing Cloud. The Manufacturing Cloud platform enables manufacturers to gain full visibility and control over their production processes, supply chain, and customer interactions, which are essential for improving efficiency, reducing costs, and increasing revenue.

To prepare for the Manufacturing Cloud Accredited Professional Exam, candidates should have a solid understanding of Salesforce's core features and functionality, as well as the specific tools and capabilities of the Manufacturing Cloud. They should also be familiar with best practices in manufacturing and have experience working in a manufacturing environment. Successful completion of Manufacturing-Cloud-Professional Exam can help professionals advance their careers in manufacturing, as well as enhance their ability to leverage Salesforce to drive operational efficiencies and improve business outcomes.

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.

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Before we start develop a new Manufacturing-Cloud-Professional real exam, we will prepare a lot of materials. After all, we must ensure that all the questions and answers of the Manufacturing-Cloud-Professional exam materials are completely correct. First of all, we have collected all relevant reference books. Most of the Manufacturing-Cloud-Professional Practice Guide is written by the famous experts in the field. And we also add the latest knowledge points into the content of the Manufacturing-Cloud-Professional learning questions, so that they are always being up to date.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q150-Q155):

NEW QUESTION # 150

Manufacturing Cloud supports which two types of Experience Clouds?

- **A. Customer**
- B. Employee
- C. External Apps (+)
- **D. Partner**
- E. Internal

Answer: A,D

Explanation:

Manufacturing Cloud supports two types of Experience Clouds: Customer and Partner. Experience Cloud is a digital experience platform that enables you to create secure websites, portals, and apps with connected data. Customer Experience Cloud allows you to build self-service portals, help centers, and storefronts for your customers, where they can access their account information, order products, manage cases, and more. Partner Experience Cloud allows you to build partner portals, channel management solutions, and microsites for your partners, where they can collaborate with you, manage leads and opportunities, access marketing campaigns, and more. Manufacturing Cloud also provides a standard Manufacturing Experience Cloud Template that includes two key functionalities: Sales Agreements and Account Based Forecasts. Reference: Experience Cloud | Salesforce DXP, What Is Experience Cloud?, Manufacturing Experience Cloud Template.

NEW QUESTION # 151

What is the recommended way to calculate an Account Based Forecast for the next 13 months in the formula builder?

- A. Create a two-part validation rule for periods 1-12 and period 13.
- B. Create a two-part formula for periods 1-12 and period 13.
- C. Create 13 separate formulas.
- D. Create an approval process for periods 1-12 and period 13.
- **E. Create separate formulas for periods 1-12 and period 13.**

Answer: E

Explanation:

According to the Salesforce Manufacturing Cloud documentation, you can use the Formula Builder on the Account Forecasting page in Setup to create formulas for forecast calculations. You can define your own formulas for quantity and revenue based on sales agreements, orders, opportunities, and account metrics. You can create either a single formula for all periods, or multiple formulas for different period ranges. If the forecast display period is 12 months, you can create up to 12 formulas. However, if you want to calculate an account based forecast for the next 13 months, you need to create separate formulas for periods 1-12 and

period 13, because the Formula Builder does not support more than 12 periods in a single formula. This way, you can ensure that the forecast calculations are accurate and consistent for each month. References: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

NEW QUESTION # 152

Universal Containers (UC) has been in the manufacturing industry for many years. The industry has become much more volatile over the years. UC is looking to implement Manufacturing Cloud to manage this volatility.

Which specific business challenge does the implementation of Manufacturing Cloud tackle?

- A. Connecting stakeholders and assets for real-time collaboration in the field
- B. Connecting to potential buyers and predicting the likelihood of a sale
- C. Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders

Answer: C

Explanation:

Explanation

Manufacturing Cloud is a Salesforce solution that helps manufacturers to improve their sales forecasting and planning processes, and to collaborate more effectively with their customers and channel partners.

Manufacturing Cloud tackles the specific business challenge of gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders. By using Manufacturing Cloud, manufacturers can:

Create and manage sales agreements that reflect the negotiated terms and conditions with their customers, such as products, prices, quantities, and delivery schedules.

Track the actual sales performance and compliance metrics of each sales agreement, and compare them with the forecasted values and targets.

Use account-based forecasting to generate accurate and realistic sales forecasts based on the input from account managers, customers, and channel partners.

Use Tableau CRM for Manufacturing to analyze and visualize the sales data and trends, and to identify risks and opportunities for improvement.

Use MuleSoft to integrate Manufacturing Cloud with other systems, such as ERP, CRM, or PLM, and to ensure data consistency and quality across the enterprise.

References: : What Is Manufacturing Cloud? - Salesforce : Manufacturing Cloud Basics Unit | Salesforce Trailhead

NEW QUESTION # 153

At universal containers some Manufacturing cloud users have 'Delete sales agreement' profile permission.

Which two statements are correct about that permission and the entitled users ability to delete sales agreements?

- A. Only these user will see the 'Delete' option on the sales agreement record header
- B. Only sales agreements with no associated products can be deleted
- C. Only non-active sales agreements can be deleted
- D. Account owners will see the 'Delete' option on the sales agreements record header
- E. Sales agreements with any status can be deleted

Answer: A,C

Explanation:

Explanation

The 'Delete sales agreement' profile permission allows users to delete sales agreements that are not active.

Only users with this permission will see the 'Delete' option on the sales agreement record header. Account owners or other users without this permission cannot delete sales agreements, regardless of their status. Sales agreements with any status, including active ones, can be deleted by users with this permission, unless they have associated products. References:

Set Up and Configure Sales Agreements

Delete a Sales Agreement

NEW QUESTION # 154

Manufacturing Cloud supports which two types of Experience Clouds?

- A. Customer
- B. Employee
- C. External Apps (+)
- D. Partner
- E. Internal

Answer: A,D

Explanation:

Manufacturing Cloud supports two types of Experience Clouds: Customer and Partner. Experience Cloud is a digital experience platform that enables you to create secure websites, portals, and apps with connected data.

Customer Experience Cloud allows you to build self-service portals, help centers, and storefronts for your customers, where they can access their account information, order products, manage cases, and more. Partner Experience Cloud allows you to build partner portals, channel management solutions, and microsites for your partners, where they can collaborate with you, manage leads and opportunities, access marketing campaigns, and more. Manufacturing Cloud also provides a standard Manufacturing Experience Cloud Template that includes two key functionalities: Sales Agreements and Account Based Forecasts. References: Experience Cloud | Salesforce DXP, What Is Experience Cloud?, Manufacturing Experience Cloud Template.

NEW QUESTION # 155

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