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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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The Manufacturing Cloud Accredited Professional exam is specifically designed for individuals who want to prove their expertise in managing manufacturing operations through Salesforce's Manufacturing Cloud. Manufacturing-Cloud-Professional exam is intended for professionals working in the manufacturing industry, including consultants, developers, and administrators who want to enhance their skills in this area. Manufacturing-Cloud-Professional exam validates the skills of individuals in managing the sales and operations planning process, forecasting, and demand management.

Salesforce Manufacturing-Cloud-Professional (Manufacturing Cloud Accredited Professional) Certification Exam is designed for individuals who want to demonstrate their knowledge and skills in implementing and configuring Salesforce Manufacturing Cloud. Manufacturing Cloud Accredited Professional Exam certification exam is a great way for professionals to validate their expertise in this field and showcase their ability to help manufacturing companies improve their operations, increase efficiency, and drive growth.

Salesforce Manufacturing-Cloud-Professional (Manufacturing Cloud Accredited Professional) Exam is a certification program designed for professionals working in the manufacturing industry. Manufacturing-Cloud-Professional exam is designed to test your knowledge and skills in using Salesforce Manufacturing Cloud, which is a specialized CRM platform tailored to meet the unique needs of manufacturing companies. Manufacturing-Cloud-Professional exam is intended for professionals who are responsible for designing, implementing, and managing Salesforce Manufacturing Cloud solutions.

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q96-Q101):

NEW QUESTION # 96

Which two options can be used to populate a custom metric so that it shows on forecast grid?

- A. Used to recalculate all forecast button on the account forecast settings page
- B. Implement an apex trigger on Account Product Forecast (APF)
- **C. Implement a record trigger on Account Product period Forecast (APPF)**
- **D. Implement a record trigger flow on Account Product Forecast (APF)**
- E. Implement an apex trigger on Account Product period Forecast (APPF)

Answer: C,D

Explanation:

* To populate a custom metric so that it shows on the forecast grid, you can use either of the following

* options:

* Implement a record trigger flow on Account Product Forecast (APF): A record trigger flow is a type of Salesforce Flow that runs when a record is created, updated, or deleted. You can use a record trigger flow to update the custom metric field on the APF object based on some logic or formula. The APF object stores the forecast data for each account and product combination. The custom metric field must be added to the APF object as a custom field. For example, you can create a record trigger flow that calculates the profit margin as a custom metric by dividing the revenue by the cost for each APF record¹.

* Implement a record trigger on Account Product Period Forecast (APPF): A record trigger is a type of Apex trigger that runs when a record is inserted, updated, deleted, or undeleted. You can use a record trigger to update the custom metric field on the APPF object based on some logic or formula. The APPF object stores the forecast data for each account, product, and period combination. The custom metric field must be added to the APPF object as a custom field. For example, you can create a record trigger that calculates the average revenue per unit as a custom metric by dividing the revenue by the quantity for each APPF record².

* The other options are not valid methods to populate a custom metric for the forecast grid.

* Implementing an apex trigger on APF or APPF will not work because apex triggers cannot update the same object that triggered them. This will cause a recursive loop and throw an error³.

* Using the recalculate all forecast button on the account forecast settings page will not work because this button only recalculates the existing metrics based on the account forecast calculation settings. It does not populate any custom metrics that are not part of the calculation settings⁴. References: 1: Create a Record-Triggered Flow | Salesforce Help 2: Triggers | Apex Developer Guide | Salesforce Developers 3: Apex Trigger Best Practices and the Trigger Framework - Salesforce Developers Blog 4: Recalculate All Forecasts | Salesforce Help

NEW QUESTION # 97

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- A. Update the forecast adjustment period
- B. Update the forecast display duration
- C. Update the forecast start period
- D. Update the forecast frequency
- E. Update the forecast formula

Answer: B,C,D

Explanation:

Explanation

According to the Salesforce Manufacturing Cloud documentation¹, if you modify the forecast display settings, such as the forecast start period, the forecast frequency, or the forecast display duration, all active forecast records expire, and the regenerated records replace them. These actions trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria. Updating the forecast adjustment period or the forecast formula does not affect the forecast display settings, and therefore does not trigger the regeneration of account forecasts. References: Configure Forecast Generation and Display Settings

NEW QUESTION # 98

Which two key performance indicators can be calculated on the Forecast Analysis dashboard in Tableau CRM for Manufacturing?

- A. Actual vs Planned Revenue
- B. Days Remaining
- C. Average Price
- D. Actual vs Forecasted Revenue
- E. Mean absolute percentage error in the forecast

Answer: D,E

Explanation:

Explanation

The Forecast Analysis dashboard in Tableau CRM for Manufacturing is a tool that helps business analysts evaluate the accuracy and quality of the account forecasts generated by the Manufacturing Cloud. It allows them to compare the actual revenue with the forecasted revenue, as well as the planned revenue, for each account, product, and product category. It also shows the mean absolute percentage error (MAPE) in the forecast, which is a measure of how close the forecast is to the actual revenue. The lower the MAPE, the better the forecast. The dashboard also provides other metrics, such as forecast bias, forecast coverage, and forecast attainment, to help analysts identify areas of improvement and optimize the forecasting process¹. References: Protect and Grow Your Business Unit, Forecast Analysis Dashboard, How Forecasting Works in Tableau

NEW QUESTION # 99

Universal Containers (UC) uses Sales Agreements and wants to avoid bringing actual orders data into Manufacturing Cloud. However, UC wants to use the actual orders data for its sales agreements.

Which Actuals Calculation mode in the Sales Agreement setup must be selected?

- A. Automatically from orders through contracts
- B. Manually using Actual Orders API
- C. Manually using API upload

Answer: A

Explanation:

To use the actual orders data for its sales agreements without bringing the data into Manufacturing Cloud, UC must select the Actuals Calculation mode as Automatically from orders through contracts in the Sales Agreement setup. This mode allows UC to calculate the actual quantities from the orders that are associated with the contracts linked to the sales agreements. A daily automated process derives and calculates the sales agreement actuals from the orders through contracts and updates the sales agreement records. This way, UC can avoid importing or syncing the actual orders data into Manufacturing Cloud and still use it for its sales agreements. References: Choose How Sales Agreement Actuals Are Calculated, How Are Sales Agreement Actuals Calculated?

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NEW QUESTION # 100

The admin at badger power is trying to setup a Rebate type that is valid for transactions completed in January. Which option reflects by the admin?

- A. Set Rebate type to active on Jan1 and inactive on Jan31
- **B. Set up an eligibility criteria for this rebate type with activity Date >= Jan1 and <= Jan31**
- C. Setup anew rebate program with that volume rebate type and a single payout period for Jan
- D. Use the effective date on Rebate Type

Answer: B

Explanation:

Explanation

The admin at badger power can set up an eligibility criteria for this rebate type with activity Date >= Jan1 and <= Jan31. This option allows the admin to specify the date range for which the rebate type applies to the transactions. The other options are either not possible or not sufficient to achieve the desired result. For example, setting up a new rebate program with a single payout period for Jan does not ensure that the rebate type is valid only for transactions completed in January. Setting the rebate type to active on Jan1 and inactive on Jan31 does not prevent the rebate type from being applied to transactions that occurred before or after January. Using the effective date on rebate type does not specify the end date for the rebate type validity. References: Eligible and Applied Rebate Types on a Transactional Object, Common Rebate Types

NEW QUESTION # 101

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