

# Reliable Salesforce Manufacturing-Cloud-Professional Test Forum, New Manufacturing-Cloud-Professional Exam Camp



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Salesforce Manufacturing-Cloud-Professional certification exam is designed for professionals who want to showcase their expertise in working with Salesforce Manufacturing Cloud. Manufacturing Cloud Accredited Professional Exam certification is ideal for individuals who have experience in managing manufacturing processes and want to demonstrate their skills in using the Salesforce platform to optimize and streamline these processes. Manufacturing-Cloud-Professional Exam focuses on topics such as product forecasting, demand planning, and order management, and tests candidates on their ability to use Salesforce Manufacturing Cloud to solve real-world manufacturing challenges.

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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q26-Q31):

### NEW QUESTION # 26

A manufacturing cloud user is in the process of adding products to an order that is on active sales agreement. Which status the order be in , to make the addition

- A. Approved
- B. Pending
- **C. Draft**
- D. Active

**Answer: C**

Explanation:

o add products to an order that is on an active sales agreement, the order must be in Draft status. Once an order is in Draft status, you can add products from the sales agreement or from the product catalog. You can also edit the order details, such as quantity, price, and discount. After you add the products, you can submit the order for approval. The order status changes to Pending, and the order is locked for editing. The order must be approved before it can be activated. Once the order is activated, the order status changes to Active, and the order is synced with the sales agreement. The order actuals are reflected in the sales agreement actuals. References: Approve and Activate a Sales Agreement, Get Started with Salesforce Order Management

#### NEW QUESTION # 27

A user wants to export Account Based Forecast data to use in their Demand Planning system. They want to use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. Which two actions will enable this process?

- A. Creating a report using a custom report type.
- **B. Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.**
- **C. Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.**
- D. Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.

**Answer: B,C**

Explanation:

Explanation

To export Account Based Forecast data to use in their Demand Planning system, the user can use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. To do this, the user can perform the following actions:

Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'. This report type allows the user to access the data from the AccountForecast and AccountProductPeriodForecast objects, which store the forecast metrics for each account and product combination.

Add the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.

This field shows the forecast quantity after applying any adjustments made by the sales team. The user can also add other fields, such as account name, product name, period name, or forecast set name, to the report as needed.

The user can then run the report and export the data to a CSV file or another format that can be used by their Demand Planning system.

References:

Create Holistic Forecasts with Advanced Account Forecasting > Use Advanced Account Forecasting Analytics for Manufacturing > Create Reports and Dashboards for Advanced Account Forecasting AccountForecast | Manufacturing Cloud Developer Guide [AccountProductPeriodForecast | Manufacturing Cloud Developer Guide]

#### NEW QUESTION # 28

Which two statements are correct about sales agreement cloning?

- A. The agreement term details are copied over from the original sales agreement
- **B. The product details are copied over from the original sales agreement**
- C. The default start date of the new sales agreement is equal to the start date of the original sales agreement
- **D. The new sales agreement is created in draft status**
- E. The new sales agreement is created in activated status

**Answer: B,D**

Explanation:

Sales agreement cloning is a feature that allows users to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for different accounts or time periods. When cloning a sales agreement, the product details, such as product name, quantity, price, and discount, are copied over from the original sales agreement. The new sales agreement is created in draft status, which means it can be edited and submitted for approval. The default

start date of the new sales agreement is the current date, not the start date of the original sales agreement. The agreement term details, such as metrics, actuals, and forecasts, are not copied over from the original sales agreement, as they are specific to each sales agreement and time period. References: Clone a Sales Agreement, Sales Agreement Cloning

### NEW QUESTION # 29

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

**Answer: A,B,C**

Explanation:

On the Forecast settings page within Salesforce Manufacturing Cloud, actions such as updating the forecast start period, forecast adjustment period, and forecast formula will trigger the regeneration of all the eligible accounts that meet the forecast generation criteria. These updates necessitate a re-evaluation of forecast data to ensure that the forecasts remain accurate and reflective of the latest business conditions and settings. This regeneration process is integral to maintaining the integrity and relevance of forecast data, facilitating effective planning and decision-making based on the most current information .

### NEW QUESTION # 30

Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit?

- A. Elapsed
- B. Aggregate
- C. Specified
- D. Stepped

**Answer: D**

Explanation:

n: A stepped calculation method calculates a benefit structure based on the quantity of units sold within a specified range. For example, if you sell 150 units, and the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit, the total benefit is \$500. This is different from the other calculation methods, which are:

\* Specified: Calculates a benefit structure based on a fixed amount or percentage for each unit sold.

\* Elapsed: Calculates a benefit structure based on the time elapsed since the start of the sales agreement.

\* Aggregate: Calculates a benefit structure based on the total quantity of units sold across all products in the sales agreement.

References: What Is Manufacturing Cloud?, [Create a Benefit Structure for Sales Agreements]

### NEW QUESTION # 31

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