

# Question Salesforce Manufacturing-Cloud-Professional Explanations - Manufacturing-Cloud-Professional New Exam Materials



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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q153-Q158):

### NEW QUESTION # 153

What is the maximum number of sales Agreement that can be activated for the same period, containing the same Products and linked to the same Account?

- A. 0
- B. 1
- C. No defined limit
- D. 2
- E. 3

**Answer: C**

Explanation:

: According to Salesforce Manufacturing Cloud documentation, there is no defined limit on the number of sales agreements that can be activated for the same period, containing the same products, and linked to the same account. However, it is recommended to use sales agreements judiciously and avoid creating duplicate or overlapping agreements that could cause confusion or errors in forecasting and reporting. Sales agreements are meant to capture the negotiated terms and conditions of the run-rate business with customers and partners, and they should reflect the actual demand and order realization data. Reference: Sales Agreements, Frequently Asked Questions for product keys. | Microsoft Learn, Salesforce Manufacturing Cloud Certification Flashcards | Quizlet.

#### NEW QUESTION # 154

Universal Containers (UC) is preparing to roll out its new Manufacturing Cloud. UC has asked a group of end users to conduct preliminary testing. A group of 12 users is conducting testing and must give the go-ahead to deploy all settings to the production environment.

Which items are necessary to conduct proper testing?

- A. Profile configuration; Process scripts; User permissions
- B. Process scripts; Sandbox access; Communication guidelines
- C. Sandbox access; Test data; Process scripts

**Answer: C**

Explanation:

To conduct proper testing of Manufacturing Cloud, the end users need the following items:

\* Sandbox access: A sandbox is a copy of the production environment that allows users to test changes and features without affecting the live data. Manufacturing Cloud offers different types of sandboxes for different testing purposes, such as learning, pre-release, and base12.

\* Test data: Test data is a set of realistic and representative data that is used to simulate the actual business scenarios and workflows in Manufacturing Cloud. Test data can be created manually, imported from external sources, or copied from the production environment<sup>34</sup>.

\* Process scripts: Process scripts are step-by-step instructions that guide the users through the testing scenarios and expected outcomes. Process scripts help to ensure that the testing is consistent, comprehensive, and aligned with the business requirements .  
References: Create a Manufacturing Cloud Trial Org, Try Manufacturing Cloud for Free, Create Test Data for Your Full Sandbox, Import Data into Your Org, [Create a Test Plan for Your Salesforce Implementation], [Test Your Salesforce Implementation].

#### NEW QUESTION # 155

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

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

**Answer: A,C**

#### NEW QUESTION # 156

Universal Containers (UC) is interested in using Manufacturing Cloud. During discovery, the business analyst identifies the following requirements:

1. UC needs the ability to set quantity and revenue targets at the manager level, and the manager needs the ability to distribute that across each member of their team and their team's accounts.

2. UC needs the ability to visualize the targets compared to the actual order amounts for the accounts with targets.
3. UC needs the ability to forecast its sales on a rolling 12-month basis using a combination of data from opportunities, long-term agreements, past orders, and market data that is uploaded periodically.

Which combination of Manufacturing Cloud features addresses the requirements above?

- A. Account Manager Targets, Account Based Forecasting, CRM Analytics for Manufacturing App
- **B. Account Manager Targets, Sales Agreements, Advanced Account Forecasting**
- C. Account Manager Targets, Advanced Account Forecasting, CRM Analytics for Manufacturing App

**Answer: B**

Explanation:

Explanation

Account Manager Targets is a feature that allows managers to set and distribute quantity and revenue targets for their team members and their accounts. Managers can also track the progress and performance of their team against the targets using dashboards and reports. Sales Agreements is a feature that allows sales reps to create and manage long-term agreements with customers that specify the terms, conditions, pricing, and volumes of products or services. Sales Agreements can also be used to generate forecasts based on the planned quantities and revenues of the agreements. Advanced Account Forecasting is a feature that allows sales reps and managers to create and view forecasts based on multiple dimensions, such as product, territory, market segment, etc. Advanced Account Forecasting can also incorporate data from various sources, such as opportunities, sales agreements, orders, and external data, to provide a comprehensive and accurate view of the demand and revenue pipeline. References: [Account Manager Targets], [Sales Agreements], [Advanced Account Forecasting]

#### NEW QUESTION # 157

Which two objects do not support triggers?

- A. Account Product Period Forecast (APPF)
- B. Account Product Forecast (APF)
- **C. Account Forecast Adjustments (AFA)**
- **D. Account Forecast (AF)**

**Answer: C,D**

Explanation:

Explanation

According to the Salesforce Manufacturing Cloud documentation<sup>1</sup>, the Account Forecast Adjustments (AFA) and Account Forecast (AF) objects do not support triggers. These objects are used to store the manual adjustments and the rolling forecast records of a particular account, respectively. The other two objects, Account Product Period Forecast (APPF) and Account Product Forecast (APF), do support triggers. These objects are used to store the quantity and revenue information of a product in a particular time period and the cumulative values for a product across all periods, respectively. References: Manufacturing Cloud Standard Objects

#### NEW QUESTION # 158

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