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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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Living in such a world where competitiveness is a necessity that can distinguish you from others, every one of us is trying our best to improve ourselves in every way. It has been widely recognized that the Manufacturing-Cloud-Professional Exam can better equip us with a newly gained personal skill, which is crucial to individual self-improvement in today's computer era. With the certified advantage admitted by the test Salesforce certification, you will have the competitive edge to get a favorable job in the global market.

Becoming a Manufacturing Cloud Accredited Professional will not only enhance your knowledge and skills in managing manufacturing business processes, but it will also improve your career prospects. Manufacturing Cloud Accredited Professional Exam certification is recognized by manufacturing organizations globally and demonstrates your commitment to continuous learning and professional development.

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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 Accredited Professional Exam Sample Questions (Q85-Q90):

NEW QUESTION # 85

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

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

Answer: C,D

Explanation:

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.

References:

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 # 86

Universal Containers (UC) currently uses Sales Agreements to track its annual plans with customers but is working with a consultant to set up Advanced Account Forecasting.

UC stores shipped/invoiced order data in a child-custom object related to the standard Order object. UC has two primary requirements:

- 1) To see its forecast by Product Code and Product Category
- 2) To see actual order data broken out into three metrics: Quantity Ordered but still Open, Quantity Ordered but Shipped, and Quantity Invoiced How should a consultant set up Advanced Account Forecasting to fulfill these requirements successfully?

- A. On the Forecast Fact - Configure three new custom metric fields (ordered quantity, shipped quantity, and invoiced quantity). Modify the OOTB DPE templates to aggregate just the new metrics; the new dimension will be automatically incorporated from the product.
- B. On the Forecast Fact - Configure two custom dimension fields (product code and product category) and two new custom metric fields (shipped quantity and invoiced quantity). Modify the Out of the Box (OOTB) Data Processing Engine (DPE)

templates to incorporate the new dimensions; the new metric aggregation will be automatic.

- C. On the Forecast Fact - Configure two new custom dimension fields (product code and product category) and three new custom metric fields (ordered quantity, shipped quantity, and invoiced quantity). Modify the OOTB DPE templates to incorporate the new dimensions and aggregate the data according to the new metrics.

Answer: C

NEW QUESTION # 87

Which data load sequence should be followed when loading data into Sales agreement?

- A. Sales Agreement Product schedule
- B. Sales Agreement Product
- C. Sales Agreement

Answer: A,B,C

NEW QUESTION # 88

Which three conditions need to be fulfilled so that an order is included in the Actuals calculation process on a Sales Agreement?

- A. The date in the Order Date field should be in the past.
- B. The order needs to have Category = Activated.
- C. The date in the Order Date field should be in the future.
- D. The Sales Agreement field needs to be populated on the Order.
- E. The order needs to have Status = Activated.

Answer: A,D,E

Explanation:

Explanation

To include an order in the Actuals calculation process on a Sales Agreement, the following conditions need to be fulfilled:

The order needs to have Status = Activated. This indicates that the order is confirmed and ready to be fulfilled.

The date in the Order Date field should be in the past. This ensures that the order is not a future projection but an actual transaction.

The Sales Agreement field needs to be populated on the Order. This links the order to the corresponding sales agreement that it belongs to. References:

What Is Manufacturing Cloud?

Sales Agreement Actuals

NEW QUESTION # 89

What is a key first step for Manufacturing Cloud implementation?

- A. Enable Manufacturing Cloud features in Setup.
- B. Enable Manufacturing Cloud permissions for users.
- C. Configure forecast regeneration settings.

Answer: A

Explanation:

The first step for Manufacturing Cloud implementation is to enable Manufacturing Cloud features in Setup.

This step allows you to access the Manufacturing Cloud objects, fields, tabs, and components in your org.

You can enable Manufacturing Cloud features for Sales, Service, or both, depending on your business needs. To enable Manufacturing Cloud features, you need to have the Customize Application permission and the Manufacturing Cloud license assigned to you. References: Enable Manufacturing Cloud Features

NEW QUESTION # 90

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