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The Manufacturing Cloud Professional Certification Exam is a great way for professionals to demonstrate their commitment to ongoing learning and professional development. By earning this certification, they can stay up-to-date with the latest industry trends, best practices, and technologies, and continue to provide value to their clients or organizations.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q16-Q21):

NEW QUESTION # 16

Which Manufacturing Intelligence dashboard should a consultant use to identify products that could upsell and cross-sell across all accounts for the next quarter?

- A. Team Targets
- **B. Whitespace Analysis**
- C. Pricing Insights

Answer: B

NEW QUESTION # 17

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

Answer: B,C

NEW QUESTION # 18

Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

- A. Multiple by
- **B. Replace with**
- **C. Increase by**
- D. Update with
- **E. Decrease by**

Answer: B,C,E

Explanation:

When using the mass update multiple values of a single metric of a sales agreement terms tab, the three actions that are available are: replace with, decrease by, and increase by. These actions allow the user to update the values of a metric across multiple periods and products in a sales agreement. For example, the user can replace the forecasted quantity of a product with a new value, or increase the discount percentage of a product by a certain amount. The other options, update with and multiply by, are not valid actions for mass update. References: Mass Update Account Forecast Action, Update Multiple Values in Advanced Account Forecasts

NEW QUESTION # 19

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%. Where should the Account owner add the additional 5%?

- **A. Set 5% value in Account Growth.**
- B. Update the Account Forecast to 10%.
- C. Update the Market Growth to 10%.

Answer: A

Explanation:

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities. The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of 10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast. Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. Reference: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION # 20

An admin wants to create new custom metric on the Account product period forecast component . What need to be done to make the metric available on the Account forecast component?

- A. Create a custom of field on Sales agreement product, Create a custom of field on Sales agreement product period, map both of new fields in the Sales agreement setting page
- B. Create a custom of field on account forecast adjustment, Create a custom of field on account forecast adjustment period, map both of new fields in the account forecast setting page.
- C. Create a custom field on Account Forecast, create a custom of field on account product, map both of new fields in the account forecast setting page.
- **D. Create a custom of field on account product period forecast, , create a custom of field on account product forecast, map both of new fields in the account forecast setting page.**

Answer: D

Explanation:

Explanation

According to the Salesforce Manufacturing Cloud documentation, to create a new custom metric on the Account product period forecast component, you need to create a custom field on the Account Product Period Forecast object and another custom field on the Account Product Forecast object. Then, you need to map both of these fields in the Account Forecast setting page. This will allow you to add the custom metric to the Forecast tab of an account and track it along with the standard metrics¹. References: 1: Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects

NEW QUESTION # 21

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