

# Manufacturing-Cloud-Professional Reliable Test Camp - Manufacturing-Cloud-Professional Actual Exam



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The Manufacturing Cloud Accredited Professional certification is ideal for professionals who work in the manufacturing industry and are looking to enhance their skills and knowledge in using Salesforce Manufacturing Cloud. Manufacturing-Cloud-Professional exam is also suitable for individuals who want to demonstrate their expertise in the manufacturing industry and improve their career prospects. Manufacturing Cloud Accredited Professional Exam certification is recognized globally and is highly respected by employers in the manufacturing industry.

Salesforce Manufacturing-Cloud-Professional Certification Exam is designed for individuals who want to showcase their expertise in implementing and managing Salesforce Manufacturing Cloud solutions. Manufacturing Cloud Accredited Professional Exam certification is ideal for professionals who have a deep understanding of the manufacturing industry and want to demonstrate their skills in leveraging Salesforce to drive operational efficiencies.

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Salesforce Manufacturing Cloud Professional certification is a highly sought-after certification in the manufacturing industry. Manufacturing Cloud Accredited Professional Exam certification is designed for professionals who are looking to enhance their skills and knowledge in manufacturing cloud solutions. Manufacturing Cloud Accredited Professional Exam certification covers all aspects of manufacturing cloud solutions that are necessary to design, implement and manage a manufacturing cloud solution effectively. Salesforce Manufacturing Cloud Professional certification is suitable for professionals who are looking to establish themselves as experts in the manufacturing cloud domain.

## Salesforce Manufacturing Cloud Accredited Professional Exam Sample

## Questions (Q62-Q67):

### NEW QUESTION # 62

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

**Answer: C**

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 # 63

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:

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. References: Sales Agreements, Frequently Asked Questions for product keys. | Microsoft Learn, Salesforce Manufacturing Cloud Certification Flashcards | Quizlet.

### NEW QUESTION # 64

Universal Containers (UC) uses an Enterprise Resource Planning (ERP) system for order and inventory management. UC would like to give its sales teams the ability to view the order information related to an account without replicating the order information. Which object type should a consultant use to access account order information?

- A. An external object
- B. A standard Order object

- C. A custom object

**Answer: A**

Explanation:

A consultant should use an external object to access account order information from an ERP system. An external object is similar to a custom object, but the record data is stored outside the Salesforce organization. By using external objects, the consultant can access the order data in real time via web service callouts, without replicating the data in Salesforce. This way, the sales teams can view the current state of the order information related to an account, without wasting storage and resources keeping data in sync<sup>1</sup>. A standard Order object or a custom object would require copying the order data from the ERP system to the Salesforce organization, which is not the desired solution for UC. Reference: 1: External Objects<sup>2</sup>

#### NEW QUESTION # 65

An Admin is creating an app from the Analytics for manufacturing template in Tableau CRM for Manufacturing. Which Rebate Management object supports custom fields for rebate program(s) analysis?

- **A. Rebate Member Product Aggregate**
- B. Rebate Program
- C. Program Rebate Type
- D. Program Rebate Type Benefit

**Answer: A**

#### NEW QUESTION # 66

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

**Answer: C**

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 # 67

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