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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q87-Q92):

NEW QUESTION # 87

In Salesforce Manufacturing Cloud, why is it important to validate the functionality against business process flows during

implementation or system updates?

- A. To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization
- B. To optimize and streamline the manufacturing operations by leveraging the full capabilities of Salesforce Manufacturing Cloud
- C. To improve user adoption and satisfaction by customizing the system to match the organization's unique business requirements

Answer: A

Explanation:

Validating the functionality against business process flows is a key step in the implementation or system update of Salesforce Manufacturing Cloud. It helps to ensure that the system meets the business requirements and expectations of the stakeholders, and that it can handle the various scenarios and use cases that may arise in the manufacturing industry. By validating the functionality, you can also identify and resolve any issues or gaps that may affect the system performance, usability, or security. Additionally, validating the functionality can help you to document and communicate the system changes and benefits to the end users and other parties involved in the project. References: Implementation Guide, System Updates

NEW QUESTION # 88

Universal Containers (UC) wants to enrich the warranty claims experience for partners and distributors. UC wants its partners and distributors to submit warranty claims and closely track their status from the Manufacturing Experience Cloud site.

Which standard object captures Type, Reason, and Account information?

- A. Claim Item
- B. Claim Participant
- C. **Claim**

Answer: C

Explanation:

The standard object that captures Type, Reason, and Account information for warranty claims is Claim. A Claim record represents a request made by a partner, dealer, or distributor to the manufacturer to repair, replace, or provide a refund for a defective asset¹. The Claim object has fields such as Claim Type, Claim Reason, and Account Name that store this information². References: How Warranty Claim Information Is Represented in Manufacturing Cloud, Claim Fields in Manufacturing Cloud

NEW QUESTION # 89

Universal Containers (UC) wants to achieve a complete overview of its one-off and run-rate business in one forecast and consider implementing Manufacturing Cloud to leverage Account Based Forecasting.

Which consideration should the Manufacturing Cloud consultant discuss with UC?

- A. Account Based Forecasting does not allow adding Products manually to forecasts.
- B. **Account Based Forecasting does not support Opportunities with Revenue Schedules.**
- C. Account Based Forecasting does not support custom fiscal years.

Answer: B

NEW QUESTION # 90

Which two out-of-the-box Manufacturing Actions can be performed in Process Builder and Flow Builder?

- A. Clone Account Forecast
- B. **Mass Update Sales Agreement**
- C. Mass Archive Sales Agreement
- D. Clone Sales Agreement
- E. **Mass Update Account Forecast**

Answer: B,E

Explanation:

Manufacturing Actions are custom actions that are available in Process Builder and Flow Builder to automate common tasks related to Manufacturing Cloud objects. Out of the box, there are two Manufacturing Actions that can be performed in Process Builder and Flow Builder: Mass Update Account Forecast and Mass Update Sales Agreement. Mass Update Account Forecast allows you to update multiple account forecasts at once based on a filter criteria. Mass Update Sales Agreement allows you to update multiple sales agreements at once based on a filter criteria. These actions can help you save time and ensure data accuracy by applying bulk changes to your account forecasts and sales agreements. References: Manufacturing Actions | Manufacturing Cloud Developer Guide | Salesforce Developers, Salesforce Manufacturing Cloud Professional Dumps Updated - Dumpsbase, Salesforce Manufacturing-Cloud-Professional Exam Dumps - DumpsMate

NEW QUESTION # 91

Universal Containers is using sales agreements and does not want to bring actual orders data into salesforce. However, they want to use the actual orders data to analyze the effectiveness if their sales agreements. Which actual calculation option in the sales agreement setup must be selected?

- A. Automatically from direct orders
- B. Manually Using actual orders API
- C. Manually using APL upload
- D. Automatically from orders through contracts

Answer: B

Explanation:

Universal Containers does not want to bring actual orders data into Salesforce, but still wants to use the actual orders data to analyze the effectiveness of their sales agreements, they must select the Manually Using actual orders API option in the sales agreement setup. This option allows them to use an API to upload actual order data from an external system into Salesforce and associate it with the sales agreements. This way, they can compare the planned and actual quantities and revenues of each product or product category in the sales agreement. The other options require either creating orders in Salesforce or linking contracts to orders in Salesforce, which Universal Containers does not want to do. References: Choose How Sales Agreement Actuals Are Calculated, Create Orders to Calculate Sales Agreement Actuals

NEW QUESTION # 92

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