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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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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q134-Q139):

NEW QUESTION # 134
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. Sales Agreements, Advanced Account Forecasting
- B. Account Manager Targets, Advanced Account Forecasting, CRM Analytics for Manufacturing App
- C. Account Manager Targets. Account Based Forecasting, CRM Analytics for Manufacturing App

Answer: A

Explanation:
* Account Manager Targets allow UC to set and track quantity and revenue targets at the manager level, and distribute them to their team members and accounts1.
* Sales Agreements allow UC to manage run-rate or long-term negotiated business with their customers, and track the order realization against the agreed terms1.
* Advanced Account Forecasting allow UC to forecast their sales on a rolling 12-month basis using data from opportunities, sales agreements, past orders, and market data1.
* CRM Analytics for Manufacturing App is a prebuilt app that provides insights into sales performance, account health, and customer satisfaction, but it does not address the requirements of UC2.
* Account Based Forecasting is a feature that allows UC to forecast their sales based on account hierarchy, but it does not use data from sales agreements or market data3.
References:
* What Is Manufacturing Cloud? - Salesforce
* CRM Analytics for Manufacturing App - Salesforce
* Account Based Forecasting - Salesforce

NEW QUESTION # 135
Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

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

Answer: A,C,D

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 # 136

Manufacturing Cloud supports which two types of Experience Clouds?

- A. Partner
- B. Employee
- C. Customer
- D. External Apps (+)
- E. Internal

Answer: A,C

Explanation:
Explanation
Manufacturing Cloud supports two types of Experience Clouds: Customer and Partner. Customer Experience Cloud allows you to create branded, personalized, and connected digital experiences for your customers across web, mobile, and social channels. Partner Experience Cloud allows you to create a self-service portal for your channel partners, such as dealers, distributors, reps, and resellers, where they can collaborate with you on leads, sales agreements, forecasts, and more. Both types of Experience Clouds help you to increase customer and partner satisfaction, loyalty, and retention.

NEW QUESTION # 137

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

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

Answer: B,E

NEW QUESTION # 138

A Salesforce consultant built an integration that calls an external endpoint via an Apex callout. However, the callout is failing with the following error: "System.CalloutException: Unauthorized endpoint".
What should the consultant do to fix this error?

- A. Ensure that the integration user has the necessary permissions to perform the callout.
- B. Create a connected app for the external system.
- C. Register the URL in Remote Site Settings.

Answer: C

Explanation:
Explanation
The error "System.CalloutException: Unauthorized endpoint" indicates that the external endpoint is not whitelisted in Salesforce. To allow Apex callouts to access an external endpoint, the administrator or the developer must register the URL in Remote Site Settings. This is a security feature that prevents unauthorized access to external resources from Apex code. Creating a connected app for the external system or ensuring that the integration user has the necessary permissions to perform the callout are not sufficient to fix this error, as they do not address the issue of whitelisting the endpoint12. References: Apex Developer Guide: Making HTTP Callouts, Apex Developer Guide: Remote Site Settings

NEW QUESTION # 139
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