

# Quiz 2026 Latest Salesforce Manufacturing-Cloud-Professional: Valid Manufacturing Cloud Accredited Professional Exam Test Practice



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### Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q149-Q154):

#### NEW QUESTION # 149

Which three permission set are available with Manufacturing Cloud?

- A. Manufacturing Sales Agreements
- B. Manufacturing Sales Orders
- C. Manufacturing Account Forecast
- D. Manufacturing Price Book
- E. Manufacturing Account Manager Target

**Answer: A,C,E**

Explanation:

Manufacturing Cloud provides three permission sets related to Sales Agreements, Account Forecasting, and Account Manager Targets. These permission sets give users access to the features and data models that are specific to the manufacturing industry. The permission sets are:

**Manufacturing Account Forecast:** This permission set lets users track account forecasts for quantity and revenue metrics of products. Users can view and edit the Account Product Forecast and Account Product Period Forecast objects, as well as the related objects such as Account, Product, and Sales Agreement.

**Manufacturing Sales Agreements:** This permission set gives users access to sales agreements that work with orders, contracts, and more. Users can view and edit the Sales Agreement and Sales Agreement Line Item objects, as well as the related objects such as Account, Product, and Order.

**Manufacturing Account Manager Target:** This permission set gives users access to Account Manager Target features that include creating, assigning, and distributing targets. Users can view and edit the Account Manager Target and Account Manager Target Line Item objects, as well as the related objects such as Account, Product, and Sales Agreement.

#### NEW QUESTION # 150

A new custom field is created on the Account Product Forecast (APF) Table. Account Managers have already been assigned the standard Manufacturing Account Forecast permission set.

Which two actions can be taken to give the Account Managers 'Read' access to this new field?

- A. Clone the standard permission set Manufacturing Account Forecast to a new permission set with license type Manufacturing Forecast Psl. Grant Read access to the field on the new permission set. Assign the cloned permission set to the Account Managers.
- B. Clone the standard permission set Account Forecast to a new permission set with license type 'Salesforce. Grant 'Read' access to the field on the new permission set. Assign the cloned permission set to the Account Managers
- C. Give 'Read' access to the field on the standard Manufacturing Account Forecast' permission set.
- D. Create a new custom permission set of license type Salesforce'. Grant Read access to the field. Assign the newly created permission set to the Account Managers

**Answer: A,C**

Explanation:

= These two actions can be taken to give the Account Managers 'Read' access to the new custom field on the APF Table. The first action involves cloning the existing permission set that already grants access to the APF Table and its standard fields, and then modifying the cloned permission set to include the new custom field. The second action involves editing the existing permission set directly to add the new custom field. Both actions require the same license type, which is Manufacturing Forecast Psl, to access the APF Table. The other two actions are not valid because they use a different license type, which is Salesforce, that does not support the APF Table. Reference: = Assign the Permission Set for Advanced Account Forecast Product Category, Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects, Permission Sets and Licenses for Manufacturing Cloud

#### **NEW QUESTION # 151**

Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit?

- A. Aggregate
- B. Stepped
- C. Elapsed
- **D. Specified**

**Answer: D**

#### **NEW QUESTION # 152**

Universal Containers (UC) wants to implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division. UC would like to see stock parts on a rolling monthly basis, with forecasted revenue and quantity. Engineered-to-order parts are ordered less frequently, so UC would like to see these on a rolling quarterly basis but with the same two metrics. What should a Manufacturing Cloud consultant recommend for configuring forecasting?

- A. Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.
- **B. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.**
- C. Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.

**Answer: B**

Explanation:

Explanation

To configure forecasting in Manufacturing Cloud, UC needs to create and configure forecast sets, which are the primary building blocks for generating forecasts<sup>1</sup>.

A forecast set contains information such as the forecast period, the forecast fact object, the forecast frequencies, the data processing engine definitions, the forecast dimensions, and the forecast measures<sup>1</sup>.

UC has two different divisions with different forecasting needs, so they need to create two forecast sets, one for each division<sup>2</sup>.

Each forecast set needs to have a different period group, which defines the time periods for forecasting. For the stock parts division, UC needs a monthly period group, and for the engineered-to-order parts division, UC needs a quarterly period group<sup>2</sup>.

Each forecast set also needs to have two forecast metrics, which are the measures that UC wants to forecast. In this case, UC wants to forecast revenue and quantity for both divisions<sup>2</sup>.

The other options are incorrect because they do not match the requirements of UC. Option B would create only one forecast set, which would not allow UC to differentiate between the two divisions.

Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.

References:

Create and Configure Forecast Sets - Salesforce

Configure Forecast Sets Unit | Salesforce Trailhead

#### **NEW QUESTION # 153**

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business.

The actuals are updated directly from the orders.

In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

- A. Accounts, Sales Agreements, Sales Agreements Products, Orders
- B. Orders, Accounts, Sales Agreement, Sales Agreement Products
- C. Accounts, Sales Agreements, Sales Agreements Schedules, Orders

**Answer: C**

Explanation:

To migrate data from a legacy system to Manufacturing Cloud, the administrator should follow the recommended order of data import. This order ensures that the data dependencies and relationships are maintained and that the data integrity is preserved. The recommended order of data import is as follows1:

Accounts: This is the first object to import, as it represents the customers and their details. Accounts are related to Sales Agreements and Orders, so they must be imported before them.

Sales Agreements: This is the second object to import, as it represents the contractual agreements between the customers and the manufacturer. Sales Agreements are related to Sales Agreement Products and Sales Agreement Schedules, so they must be imported before them.

Sales Agreement Products: This is the third object to import, as it represents the products that are included in the Sales Agreements. Sales Agreement Products are related to Sales Agreement Product Schedules, so they must be imported before them.

Sales Agreement Product Schedules: This is the fourth object to import, as it represents the forecasted quantities and prices of the Sales Agreement Products over time. Sales Agreement Product Schedules are related to Orders, so they must be imported before them.

Orders: This is the fifth and final object to import, as it represents the actual orders placed by the customers.

Orders are related to Order Products, which are automatically created when the Orders are imported.

Therefore, the correct answer is B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders. References: Import Data into Manufacturing Cloud

#### NEW QUESTION # 154

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