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It is universally accepted that in this competitive society in order to get a good job we have no choice but to improve our own capacity and explore our potential constantly, and try our best to get the related Manufacturing-Cloud-Professional certification is the best way to show our professional ability, however, the exam is hard nut to crack and there are so many Manufacturing-Cloud-Professional Preparation questions related to the exam, it seems impossible for us to systematize all of the key points needed for the exam by ourselves.

Salesforce Manufacturing Cloud is a powerful tool that helps manufacturers to streamline their operations, increase efficiency, and improve their overall performance. The Manufacturing Cloud provides a single, centralized platform for managing and analyzing all aspects of the manufacturing process, from sales and inventory management to production planning and scheduling. The Manufacturing Cloud also offers real-time visibility into the production process, allowing manufacturers to make informed decisions and optimize their operations.

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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q80-Q85):

### NEW QUESTION # 80
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. Update the Account Forecast to 10%.
- B. Update the Market Growth to 10%.
- C. Set 5% value in Account Growth.

**Answer: C**

Explanation:
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. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

### NEW QUESTION # 81
Which two options are available to integrate Oracle ERP orders data with Manufacturing Cloud?

- A. Use API integration with custom logic
- B. Use the ERP integration template
- C. Use an AppExchange ISV solution
- D. Use ANT Migration

**Answer: A,C**

Explanation:
Explanation
To integrate Oracle ERP orders data with Manufacturing Cloud, you can use an AppExchange ISV solution or use API integration with custom logic. An AppExchange ISV solution is a third-party application that is certified by Salesforce and can be installed from the AppExchange marketplace. API integration with custom logic is a custom development approach that uses the Salesforce APIs to connect with Oracle ERP and implement the business logic for data synchronization. References:
AppExchange ISV Solutions
API Integration with Custom Logic

### NEW QUESTION # 82
When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager

assignment values?

- A. Update to Assignments
- B. Propagate to Assignments
- C. No action required, changes are reflected automatically
- D. Recalculate Assignments
- E. Refresh Assignments

**Answer: B**

# NEW QUESTION # 83
Which two methods can be used to recalculate payouts after the payout period is closed?

- A. Receive payouts with charged benefits
- B. Renew payouts with benefit charges
- C. Recalculate payouts with no charge in benefits
- D. Recalculate account benefit charge
- E. Recalculate payouts due to changed benefits

**Answer: C,E**

# NEW QUESTION # 84
A consultant is with an organization that doesn't currently have Manufacturing Cloud, and its data lives inside an Enterprise Resource Planning (ERP) system. The organization would like to utilize Sales Agreements for Accounts. The Product Level for the sales agreements will be Product, and the Actuals Calculation Mode will be Automatically from Direct Orders. Historical data from the ERP system will be synchronized to Salesforce prior to activating Sales Agreements.
Which data items must a consultant consider when creating sales agreements from historical data for a Manufacturing Cloud solution?

- A. Accounts, Orders, Order Lines, Invoices
- B. Accounts, Orders, Order Lines, Opportunities
- C. Accounts, Orders, Order Lines, Products

**Answer: C**

Explanation:
To create sales agreements from historical data for a Manufacturing Cloud solution, a consultant must consider the following data items: Accounts, Orders, Order Lines, and Products. These are the core objects that are used to create and manage sales agreements in Manufacturing Cloud. Accounts represent the customers or partners that have sales agreements with the organization. Orders and Order Lines represent the actual sales transactions that are associated with the sales agreements. Products represent the items or services that are sold or purchased through the sales agreements. Invoices and Opportunities are not required for creating sales agreements from historical data, as they are not part of the sales agreement object model.
Invoices are used to track the billing and payment status of the orders, while Opportunities are used to track the potential sales deals that may or may not result in orders. References: Sales Agreement Object Model, Create a Sales Agreement, Sales Agreement Fields

# NEW QUESTION # 85
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