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As a Manufacturing Cloud Accredited Professional, you will gain recognition for your expertise in this area, which can help you advance your career and increase your earning potential. You will also be able to contribute to your organization's success by helping them implement Manufacturing Cloud solutions that can improve their efficiency, reduce costs, and enhance customer satisfaction.

## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q61-Q66):

### NEW QUESTION # 61

When discussing the business requirements for a Manufacturing Cloud implementation design, what is a consideration when analyzing data in existing third-party systems?

- A. Identify the capabilities of different data integration tools.
- **B. Determine the system of record for each data category required by the business.**
- C. Define current processes required by the business.

**Answer: B**

Explanation:

: When designing a Manufacturing Cloud implementation, it is important to consider the data sources and quality of the existing third-party systems that will be integrated with Manufacturing Cloud. One of the key considerations is to determine the system of record for each data category required by the business, such as customer information, product data, order history, inventory levels, and so on. The system of record is the authoritative source of data that is trusted and maintained by the business. By identifying the system of record for each data category, you can ensure data consistency, accuracy, and integrity across the integrated systems. You can also avoid data duplication, conflicts, and errors that may arise from having multiple sources of data for the same category.

Reference: What Is Manufacturing Cloud?, Data Integration

## NEW QUESTION # 62

What is the proper utilization of a System Integration Testing (SIT) environment?

- **A. Used as an environment to perform system-to-system testing**
- B. Used as a development environment to configure and build new applications
- C. Used as a backup and archive of production configuration and data

**Answer: A**

Explanation:

Explanation

A System Integration Testing (SIT) environment is used as an environment to perform system-to-system testing. This means that the SIT environment is used to test the integration of different systems or components that are part of the Salesforce Manufacturing Cloud solution. The SIT environment allows the verification of the functionality, performance, and reliability of the integrated systems, as well as the identification and resolution of any defects or issues that may arise during the integration process. The SIT environment is typically a replica of the production environment, but with a smaller data set and lower security requirements.

The SIT environment is also used to validate the data migration and synchronization between the source and target systems, as well as the compatibility and interoperability of the APIs and web services that are used for the integration. References:

Manufacturing Cloud - Salesforce

How to Perform Automated Integration Testing in Salesforce

Automate and Test During Integration

## NEW QUESTION # 63

After selecting the manufacturing template in the community creation wizard, which tool can be used to customize in the site?

- A. Process Builder
- B. Template Builder
- C. Partner Builder
- D. Site Builder
- **E. Experience Builder**

**Answer: E**

Explanation:

Explanation

Experience Builder is the tool that can be used to customize the site after selecting the manufacturing template in the community creation wizard. Experience Builder is a point-and-click tool that lets you create pixel-perfect, responsive, and dynamic digital experiences for your customers, partners, and employees. You can use Experience Builder to customize the layout, branding, navigation, components, pages, and permissions of your site. You can also preview and publish your changes, and monitor the performance and usage of your site. References: Create the Manufacturing Partner Template and Add Partner Users - Salesforce, Create an LWR Site in Experience Cloud - Salesforce Developers, Experience Builder - Salesforce Help

## NEW QUESTION # 64

When is an appropriate time to generate the detailed technical design document when implementing Manufacturing Cloud?

- A. The detailed technical design document should be completed after an organization goes live with Manufacturing Cloud.
- **B. The detailed technical design document is completed after the business requirement document has been generated.**
- C. The detailed technical design document should be ready before engaging the business users to gather requirements.

**Answer: B**

Explanation:

The detailed technical design document is a document that describes the technical specifications and architecture of a solution. It is based on the functional and nonfunctional requirements that are captured in the business requirement document<sup>1</sup>. Therefore, the detailed technical design document should be completed after the business requirement document has been generated, and before the development and testing phases of the project. This ensures that the technical design aligns with the business needs and expectations, and provides a clear roadmap for the implementation team<sup>2</sup>. References: 1: Get Started with the Technical Project Documentation<sup>3</sup>, 2: Documentation and Implementation Diagrams<sup>1</sup>

#### NEW QUESTION # 65

Badger Power wants to have a complete picture of both their run-rate and net-new business. Which two Manufacturing Cloud functions should be configured?

- A. Product Forecast
- B. Collaborative Forecast
- **C. Account Based Forecasting**
- D. Opportunity Funnel
- **E. Sales Agreements**

**Answer: C,E**

Explanation:

Explanation


Account Based Forecasting and Sales Agreements are two Manufacturing Cloud functions that should be configured to have a complete picture of both run-rate and net-new business. Account Based Forecasting allows you to forecast your sales revenue based on the account level, rather than the opportunity level. This gives you more visibility into the demand from your existing customers, as well as the potential from new customers. Sales Agreements allow you to manage the sales lifecycle of your long-term contracts with customers, including pricing, volumes, and order realization. This helps you to track and fulfill your run-rate business, as well as to identify and capture new business opportunities within your agreements. References: Forecast Your Run-Rate and New Business with Account-Based Forecasting - Salesforce Help, [Create and Work with Sales Agreements - Salesforce Help]

#### NEW QUESTION # 66

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