

# Salesforce Manufacturing-Cloud-Professional Questions—Reduce Your Chance of Failure [2026]



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The Salesforce Manufacturing-Cloud-Professional exam consists of 60 multiple-choice questions, and you will have 105 minutes to complete it. The passing score is 68%, and the exam fee is \$200. Manufacturing-Cloud-Professional Exam is available in English, Japanese, and Spanish.

## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q105-Q110):

### NEW QUESTION # 105

Which two list views are provided by default to filter account manager targets by the assigned user?

- A. Active Targets
- B. Assigned by Manager
- C. Pending Targets
- **D. Assigned by Me**
- **E. Assigned to Me**

**Answer: D,E**

Explanation:

: Account manager targets are records that represent the revenue goals for account managers. They can be filtered by different criteria using list views. By default, Salesforce Manufacturing Cloud provides two list views to filter account manager targets by the assigned user: Assigned by Me and Assigned to Me. Assigned by Me shows the targets that the current user has created and assigned to other users. Assigned to Me shows the targets that the current user owns and is responsible for achieving. Reference: Learn About Manufacturing Cloud and Explore, Filter Account Manager Targets with List Views

#### NEW QUESTION # 106

An administrator has updated the team member hierarchy type from Forecasts hierarchy to Manager hierarchy on the account manager target.

What will happen to existing targets?

- A. Status for all existing targets will become Draft.
- **B. Status for all existing targets will become Read-only.**
- C. All access to existing targets will be deleted.

**Answer: B**

Explanation:

When an administrator changes the team member hierarchy type for account manager targets, the existing targets are affected by this change. The status of all existing targets becomes read-only, which means that they cannot be edited or deleted. This is to prevent any inconsistency or data loss due to the change in hierarchy.

The new hierarchy type will apply only to the new targets that are created after the change. References: Choose Team Member Hierarchy for Account Manager Targets

#### NEW QUESTION # 107

An administrator has performed the data migration of sales agreements. The client would like to ensure that data wasn't lost in the process. How should the administrator test the data consistency across the legacy system and Salesforce?

- A. Use Data Loader to generate a .csv file and manually compare it to import files.
- **B. Verify the migration file and compare randomly selected lines with the legacy system.**
- C. Create custom reports to aggregate the sales agreements' values and compare with the legacy system.

**Answer: B**

Explanation:

To ensure data consistency following the migration of sales agreements, the administrator should verify the migration file and compare randomly selected lines with the legacy system. This method allows for a focused and manageable approach to validating the accuracy of the migrated data, ensuring that no data was lost or incorrectly migrated during the process. It's a practical approach that balances thoroughness with efficiency, particularly when dealing with large datasets.

#### NEW QUESTION # 108

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

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

**Answer: B**

Explanation:

Explanation

A System Integration Testing (SIT) environment is used as an environment to perform system-to-system testing. System-to-system testing is the process of verifying that different systems can communicate and exchange data correctly and reliably. For example, in Manufacturing Cloud, system-to-system testing can be used to check the integration of Salesforce with other systems, such as ERP, CRM, or PLM, using tools like MuleSoft. System-to-system testing can help to identify and resolve any issues or errors in the integration, such as data quality, security, performance, or functionality. A SIT environment is not used as a backup and archive of production configuration and data, nor as a development environment to configure and build new applications. References: : [Manufacturing Cloud Implementation Guide - Salesforce] : [System Integration Testing - Salesforce]

### NEW QUESTION # 109

Which two out-of-the-box actions can be performed on a Sales Agreement?

- A. Update ProductsC) Mass Update
- **B. Recalculate Actuals**
- **C. Update Adjustments**
- D. Regenerate Agreement

**Answer: B,C**

Explanation:

A sales agreement is a long-term contract that defines the terms and conditions for the products and services that you sell to your customers. You can perform various actions on a sales agreement to manage its lifecycle, such as approving, activating, expiring, or deleting it. Two of the out-of-the-box actions that you can perform on a sales agreement are:

Recalculate Actuals: This action updates the actuals for the sales agreement based on the invoices and orders associated with it. You can recalculate actuals manually or schedule it to run automatically at a specified frequency. Recalculating actuals helps you track the progress and performance of the sales agreement over time.

Update Products: This action allows you to add, remove, or modify the products and categories in the sales agreement. You can update products manually or use the mass update feature to apply changes to multiple products at once. Updating products helps you adjust the sales agreement to reflect the changing needs and preferences of your customers.

### NEW QUESTION # 110

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