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The Manufacturing Cloud Accredited Professional certification exam covers a range of topics, such as sales forecasting, demand planning, inventory management, and supply chain collaboration. Manufacturing-Cloud-Professional Exam also includes questions on how to configure and customize Salesforce Manufacturing Cloud to meet the specific needs of a manufacturing organization. Candidates who pass this certification exam will have demonstrated their ability to use Salesforce Manufacturing Cloud to optimize business processes, improve collaboration, and drive growth in the manufacturing industry.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q145-Q150):

NEW QUESTION # 145
In Tableau CRM for manufacturing which security predicate .... ManagerId

- A. Row level Sharing for territories
- B. Use Manager Hierarchy
- C. use Role Hierarchy
- D. Account Hierarchy
- E. Manufacturing Cloud Hierarchy

Answer: B

Explanation:
Explanation
A security predicate is a filter that restricts access to data based on user attributes. In Tableau CRM for manufacturing, you can use the Manager Hierarchy security predicate to limit data access based on the user's manager. For example, if you want to show only the sales agreements that belong to the user or their direct reports, you can use the Manager Hierarchy security predicate with the ManagerId field. This way, each user can see only the data that is relevant to them and their team. References: Add Row-Level Security with a Security Predicate, Developing and Managing Tableau CRM Assets in Production

NEW QUESTION # 146
Which two methods can be used to recalculate payouts after the payout period is closed?

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

Answer: A,C

Explanation:
You can recalculate payouts for closed periods in two situations: when the member benefits change due to changed requirements, or when the member submits transactions after the payout period is closed, or there is an error in the payout calculation. In both cases, you need to modify the payout records and run the rebate flow again to recalculate the payouts. The first method is to recalculate payouts due to changed benefits, which means that the benefit structure and terms have changed after the payout was calculated for a period. The second method is to recalculate payouts with no charge in benefits, which means that the benefit structure and terms have not changed, but the transactions or the payout calculation have changed. Reference: Recalculate Payouts for Closed Periods, Rebate Management

NEW QUESTION # 147
Which two objects do not support triggers?

- A. Account Forecast (AF)
- B. Account Product Forecast (APF)
- C. Account Product Period Forecast (APPF)
- D. Account Forecast Adjustments (AFA)

Answer: A,D

Explanation:
Explanation
According to the Salesforce Manufacturing Cloud documentation1, the Account Forecast Adjustments (AFA) and Account Forecast (AF) objects do not support triggers. These objects are used to store the manual adjustments and the rolling forecast records of a particular account, respectively. The other two objects, Account Product Period Forecast (APPF) and Account Product Forecast (APF), do support triggers. These objects are used to store the quantity and revenue information of a product in a particular time period and the cumulative values for a product across all periods, respectively. References: Manufacturing Cloud Standard Objects

NEW QUESTION # 148
Which object is required to create a Sales agreement?

- A. Contract
- B. Order
- C. B)
- D. Account
- E. Quote

Answer: D

Explanation:
A sales agreement is a long-term agreement between a buyer and a seller to negotiate price and volume of products. To create a sales agreement in Salesforce Manufacturing Cloud, you need to have an account object that represents the buyer. The account object stores the information about the customer, such as name, address, contact, industry, and so on. You can also associate a contact object with the account to specify the person who is responsible for the sales agreement. Other objects that are related to the sales agreement are sales agreement product, sales agreement product schedule, sales agreement line item, and sales agreement forecast. Reference: SalesAgreement | Manufacturing Cloud Developer Guide | Salesforce Developers, Sales Agreements and Forecasting in Manufacturing Cloud | Salesforce Module, Convert Opportunity to Sales Agreements in Salesforce Manufacturing Cloud

NEW QUESTION # 149
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:
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. Reference: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION # 150

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