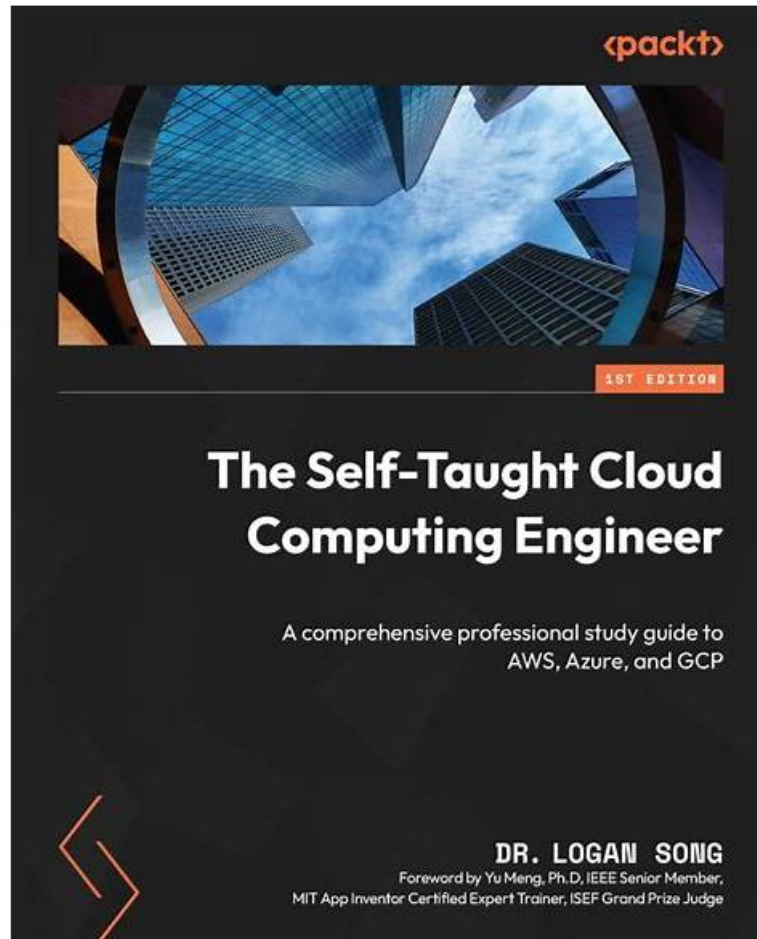


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Salesforce Manufacturing-Cloud-Professional (Manufacturing Cloud Accredited Professional) Certification Exam is a certification program designed for professionals who want to demonstrate their knowledge and expertise in Salesforce's Manufacturing Cloud. Manufacturing-Cloud-Professional exam is designed to test the candidate's understanding of the key concepts and features of Manufacturing Cloud and their ability to apply this knowledge to solve real-world business problems.

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q98-Q103):

NEW QUESTION # 98

An administrator of an organization is implementing Manufacturing Cloud Intelligence and various dashboards and is also setting up Advanced Account Forecasting.

Why would an administrator configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects?

- A. To provide users with separate levels of visibility to activity data
- **B. To provide users with separate levels of visibility to forecast data**
- C. To provide users access to partner and facts records

Answer: B

Explanation:

The administrator would configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects to provide users with separate levels of visibility to forecast data.

The Advanced Account Forecast Partner object stores the partner information for each account forecast record, such as the partner name, partner type, and partner role. The Advanced Account Forecast Fact object stores the forecast values for each account forecast record, such as the forecast amount, forecast quantity, and forecast margin. By setting the Field-Level Security for these objects, the administrator can control which users can view, edit, or delete the partner and fact data for each account forecast record. This way, the administrator can ensure that the users only see the relevant forecast data for their role and business unit¹².

References: 1: Set Field-Level Security for Fact and Partner Object in Advanced Account Forecasting³, 2: Forecast Fact Object Included with Advanced Account Forecasting⁴

NEW QUESTION # 99

Universal Containers (UC) is preparing to roll out its new Manufacturing Cloud. UC has asked a group of end users to conduct preliminary testing. A group of 12 users is conducting testing and must give the go-ahead to deploy all settings to the production environment.

Which items are necessary to conduct proper testing?

- **A. Process scripts; Sandbox access; Communication guidelines**
- B. Profile configuration; Process scripts; User permissions
- C. Sandbox access; Test data; Process scripts

Answer: A

Explanation:

To conduct proper testing of Manufacturing Cloud, the end users need the following items:

Sandbox access: A sandbox is a copy of the production environment that allows users to test changes and features without affecting the live data. Manufacturing Cloud offers different types of sandboxes for different testing purposes, such as learning, pre-release, and base¹².

Test data: Test data is a set of realistic and representative data that is used to simulate the actual business scenarios and workflows in Manufacturing Cloud. Test data can be created manually, imported from external sources, or copied from the production environment³⁴.

Process scripts: Process scripts are step-by-step instructions that guide the users through the testing scenarios and expected outcomes. Process scripts help to ensure that the testing is consistent, comprehensive, and aligned with the business requirements .
References: Create a Manufacturing Cloud Trial Org, Try Manufacturing Cloud for Free, Create Test Data for Your Full Sandbox, Import Data into Your Org, [Create a Test Plan for Your Salesforce Implementation], [Test Your Salesforce Implementation].

NEW QUESTION # 100

Universal Containers is experiencing an increase in manual errors with its repetitive business processes.

Which tool(s) within Manufacturing Cloud should the consultant recommend to help mitigate errors by leveraging automation?

- A. Workflow Rules and Process Builder
- B. Flow for Manufacturing
- C. Process Builder and Flow Builder

Answer: C

Explanation:

To mitigate manual errors in repetitive business processes at Universal Containers, the consultant should recommend leveraging Process Builder and Flow Builder within Manufacturing Cloud. These automation tools allow for the design and implementation of customized workflows and processes that can significantly reduce the likelihood of manual errors, thereby enhancing efficiency and accuracy in the organization's operations .

NEW QUESTION # 101

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

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

Answer: B,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 # 102

A manufacturing company makes parts designed to go into finished goods (like a cell phone). However, the company sells to distributors and contract manufacturers who make the phone for the phone brand company.

The manufacturing company is not the only approved supplier of the part.

Which feature of Manufacturing Cloud should the manufacturing company utilize to help with future opportunity planning?

- A. Use Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.
- B. Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.
- C. Use Advanced Forecasting to set the plan by part for each of the phone brands and align orders by part number to the forecast with the orders.

Answer: B

Explanation:

Explanation

Program Based Business is a feature of Manufacturing Cloud that allows you to track and manage the demand from your end customers (such as phone brands) and the supply from your channel partners (such as distributors or contract manufacturers). You can create programs for each endcustomer and associate them with sales agreements or opportunities. You can also assign program lines to each product or part that you sell to the end customer and specify the expected quantity and revenue. Program Based Business helps you to forecast the demand from the end customer and compare it with the actual orders from the channel partners. You can also monitor the performance of your channel partners and identify any gaps or risks in fulfilling the end customer demand. References: [Program Based Business Overview], [Create Programs]

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