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Salesforce Manufacturing Cloud Accredited Professional exam is designed for professionals who aim to validate their knowledge and skills in the Salesforce Manufacturing Cloud. Manufacturing Cloud Accredited Professional Exam certification exam is ideal for individuals who have experience working in the manufacturing sector and in implementing Salesforce solutions. The Manufacturing Cloud is a powerful tool for manufacturers that allows them to manage their operations more efficiently and make informed decisions based on real-time data. Manufacturing-Cloud-Professional Exam is intended to demonstrate an individual's expertise in this area and their ability to effectively utilize the Salesforce Manufacturing Cloud.

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample

Questions (Q82-Q87):

NEW QUESTION # 82
When Using the Time Period filter on a sales agreement record page, Which options are available?

- A. Custom
- B. Set Periods
- C. Fiscal Year
- D. Range
- E. Current Period

Answer: B,D,E

Explanation:
Explanation
= The Time Period filter on a sales agreement record page allows you to view the sales agreement terms and schedules for different time periods. You can choose from three options: Range, Set Periods, and Current Period. Range lets you specify a start and end date for the filter. Set Periods lets you select up to eight periods from a list of predefined periods, such as quarters, months, or weeks. Current Period shows the current period based on the sales agreement's period type and start date. Custom and Fiscal Year are not available options for the Time Period filter. References: = Filter Sales Agreement Schedules by Time Period, Filter Sales Agreement Terms by Products or Categories

NEW QUESTION # 83
If the team member hierarchy type is changed in account manager targets, which statement is accurate?

- A. All the existing targets become read only
- B. No change to existing targets
- C. All the existing targets have to be reapproved based on the new hierarchy
- D. All the existing targets turn to draft status

Answer: A

Explanation:
Explanation
Account manager targets are long-term goals that account managers set for themselves and their team members. They can be based on revenue, volume, margin, or any other metric that is relevant for the business.
The team member hierarchy type determines the users that account managers can assign targets to. It can be either the manager hierarchy or the forecasts hierarchy, which are defined in the Roles and Forecasts Hierarchy pages in Setup, respectively. If the team member hierarchy type is changed in account manager targets, all the existing targets are made read-only, as a warning message indicates. This is to prevent any inconsistency or confusion in the target assignments and approvals. To edit the existing targets, account managers have to clone them and make the necessary changes. References: Choose Team Member Hierarchy for Account Manager Targets, Set Up and Configure Account Manager Targets, Set Up Targets for Account Managers Unit | Salesforce Trailhead, Assign an Account Manager Target

NEW QUESTION # 84
An administrator of an organization would like to configure out of the box available dashboards in Manufacturing Cloud:
_ Target Attainment
_ Tear Performance
_ Manufacturing Home Page
_ Key Account Manager Home
Which role of the organization are all of these dashboards fully suited to?

- A. Account Manager
- B. Security Personnel
- C. Head of Sales

Answer: C

NEW QUESTION # 85

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 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.
- C. Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.

Answer: C

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]

NEW QUESTION # 86

What is required before the Analytics for Manufacturing App can be created?

- A. Refresh Sales Agreement(s) to be analyzed.
- B. Refresh Forecast(s) to be analyzed.
- C. At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.
- D. At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.

Answer: C

Explanation:
The Analytics for Manufacturing App is a prebuilt app that includes dashboards to visualize and analyze data from various Manufacturing Cloud objects, such as sales agreements, account forecasts, account manager targets, and rebates. Before you can create the app, you need to ensure that your data meets some specific requirements, otherwise the app creation fails. One of the requirements is that at least one record must exist in each of the Manufacturing Cloud objects to be analyzed, such as Order, Sales Agreement, Account Forecast, and so on. This ensures that the app has some data to work with and can generate meaningful insights. The other requirements are related to record types, permissions, and field-level security1. Reference: Data Required to Create the Analytics for Manufacturing App, Set Up Analytics for Manufacturing, Deploy CRM Analytics for Manufacturing.

NEW QUESTION # 87

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