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The Manufacturing Cloud is a powerful Salesforce tool that enables manufacturers to manage their sales and operations planning, inventory management, and shop floor operations. It provides a unified view of all the data related to manufacturing processes,

helping manufacturers make informed decisions and optimize their operations. The Manufacturing Cloud Accredited Professional certification exam is designed to validate a professional's proficiency in this technology and their ability to leverage it to achieve business objectives.

To become a Manufacturing Cloud Accredited Professional, candidates must pass the exam with a minimum score of 65%. Manufacturing-Cloud-Professional Exam consists of 60 multiple-choice questions that must be answered within 105 minutes. The questions are designed to test the candidate's understanding of manufacturing processes and the ability to use Salesforce Manufacturing Cloud to manage these processes.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q95-Q100):

NEW QUESTION # 95

Which two key performance indicators can be calculated on the Forecast Analysis dashboard in Tableau CRM for Manufacturing?

- A. Days Remaining
- B. Average Price
- C. Actual vs Forecasted Revenue
- D. Actual vs Planned Revenue
- E. Mean absolute percentage error in the forecast

Answer: C,E

Explanation:

Explanation

The Forecast Analysis dashboard in Tableau CRM for Manufacturing is a tool that helps business analysts evaluate the accuracy and quality of the account forecasts generated by the Manufacturing Cloud. It allows them to compare the actual revenue with the forecasted revenue, as well as the planned revenue, for each account, product, and product category. It also shows the mean absolute percentage error (MAPE) in the forecast, which is a measure of how close the forecast is to the actual revenue. The lower the MAPE, the better the forecast. The dashboard also provides other metrics, such as forecast bias, forecast coverage, and forecast attainment, to help analysts identify areas of improvement and optimize the forecasting process¹. References: Protect and Grow Your Business Unit, Forecast Analysis Dashboard, How Forecasting Works in Tableau

NEW QUESTION # 96

Where would a consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities be found?

- A. Sales Agreement in Manufacturing Cloud
- B. Contracts in Manufacturing Cloud
- C. Account Based Forecast in Manufacturing Cloud
- D. Account Manager Targets in Manufacturing Cloud
- E. Rebate Management in Manufacturing Cloud

Answer: A

Explanation:

Explanation

A consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities, can be found in the Sales Agreement in Manufacturing Cloud. The Sales Agreement is the core object that represents the long-term agreement between a manufacturer and a customer.

It contains the details of the agreement, such as the start date, end date, period group, currency, and status. It also contains the terms of the agreement, which are the products or product categories that are included in the agreement, along with their prices, planned quantities, and actual quantities. You can view the terms of a sales agreement in the Sales Agreement Terms tab or in the Sales Agreement Terms related list². References: Sales Agreement Object, View Sales Agreement Terms

NEW QUESTION # 97

What are some key considerations in ensuring an efficient and successful global rollout of Manufacturing Cloud?

- A. There are language requirements, legal variation by geography, and cultural differences.

- B. Manufacturers may have one or many versions of core systems like an Enterprise Resource Planning (ERP) that will require integrations and design considerations that vary.
- C. Rollouts must be phased rather than done simultaneously because Manufacturing Cloud has regional and data volume limitations.

Answer: B

Explanation:

n: When planning a global rollout of Manufacturing Cloud, some key considerations are:

Manufacturers may have one or many versions of core systems like an Enterprise Resource Planning (ERP) that will require integrations and design considerations that vary.

Manufacturing Cloud can integrate with existing ERP systems and Order Management Systems (OMS) by using APIs, the MuleSoft Accelerator for Manufacturing, or other middleware solutions¹.

However, different versions of ERP systems may have different data models, business processes, and security requirements that need to be taken into account when designing and implementing the integrations².

There are language requirements, legal variation by geography, and cultural differences.

Manufacturing Cloud supports multiple languages and currencies, but it also needs to comply with the local laws and regulations of each country or region where it operates¹.

For example, there may be different tax rules, privacy policies, or data protection standards that affect how Manufacturing Cloud handles and stores customer data³.

Additionally, there may be cultural differences in how customers and partners communicate, negotiate, and collaborate, which may require adjustments in the user interface, workflows, and analytics of Manufacturing Cloud⁴. Reference: Considerations for Working with Manufacturing, What Is Manufacturing Cloud?, Salesforce Blog; Manufacturing Cloud, Salesforce Manufacturing Cloud: enabling customer centricity for manufacturers

NEW QUESTION # 98

Universal Containers (UC) wants to use Sales Agreements to track long-term agreements with its key customers. Along with planned revenue and quantity and actual revenue and quantity, UC needs to track the minimum inventory quantity required. UC's implementation partner has added a new Minimum Inventory number field to the Sales Agreement Product Schedule object. What else does UC need to do to allow users to see and edit minimum inventory on their agreements?

- A. Add a custom Minimum Inventory field to Sales Agreement Product, map the two fields, and add the field to the list of available metrics in Sales Agreement setup.
- B. Add a Number field to the Sales Agreement product to appear on the Forecast grid.
- C. Add a custom Minimum Inventory field to the Sales Agreement object to appear on the Forecast grid.

Answer: A

Explanation:

Explanation

The Minimum Inventory field on the Sales Agreement Product Schedule object is used to store the minimum inventory quantity required for each product in a sales agreement. To make this field visible and editable on the Forecast grid, UC needs to add a custom Minimum Inventory field to the Sales Agreement Product object, which is the parent object of the Sales Agreement Product Schedule object. Then, UC needs to map the two fields using the Field Mapping tool in the Sales Agreement setup. This will ensure that the values entered in the Forecast grid are synced with the values in the Sales Agreement Product Schedule object. Finally, UC needs to add the Minimum Inventory field to the list of available metrics in the Sales Agreement setup. This will allow users to select the Minimum Inventory metric from the dropdown menu on the Forecast grid and see the values for each product and time period.

References: Sales Agreement Product Schedule, Sales Agreement Product, Field Mapping, Forecast Grid

NEW QUESTION # 99

Which data load sequence should be followed when loading data into Sales agreement?

- A. Sales Agreement Product schedule
- B. Sales Agreement
- C. Sales Agreement Product

Answer: A,B,C

Explanation:

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