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The Manufacturing Cloud Accredited Professional exam is a must-have for anyone who wants to build a career in manufacturing management. It is a highly specialized certification that demonstrates a deep understanding of the Manufacturing Cloud platform. By passing Manufacturing-Cloud-Professional exam, professionals can prove their ability to implement best practices, manage complex manufacturing processes, and optimize workflows using Salesforce Manufacturing Cloud.

Salesforce Manufacturing-Cloud-Professional Certification Exam is a computer-based test that consists of 60 multiple-choice questions. Participants have 105 minutes to complete the exam, and the passing score is 70%. Manufacturing-Cloud-Professional exam fee is \$200, and it's available in various languages, including English, Japanese, and German. Manufacturing Cloud Accredited Professional Exam certification is valid for two years, after which individuals need to take the exam again to maintain their certification.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q157-Q162):

NEW QUESTION # 157

When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

- A. Update to Assignments
- B. Propagate to Assignments
- C. Recalculate Assignments
- **D. Refresh Assignments**
- E. No action required, changes are reflected automatically

Answer: D

Explanation:

Account Manager Targets is a feature in Manufacturing Cloud that allows businesses to set and track sales goals for their account managers based on product volume, revenue, or any other custom measure. Account managers can create, assign, and edit targets for their team members and monitor their performance against the targets. When a target is changed in Account Manager Targets, the change is not reflected immediately in the assignment values of the team members. To see the updated assignment values, you must perform the Refresh Assignments action on the Assignments tab of the target record. This action recalculates the assignment values based on the new target value and distributes the target among the team members according to the assignment rules. The other actions are not valid for Account Manager Targets. Reference: Account Manager Targets in Manufacturing Cloud, Learn About Account Manager Targets, Enable Account Manager Targets, Assign an Account Manager Target

NEW QUESTION # 158

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. Mean absolute percentage error in the forecast**
- **D. Actual vs Forecasted Revenue**
- E. Actual vs Planned Revenue

Answer: C,D

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. Reference: Protect and Grow Your Business Unit, Forecast Analysis Dashboard, How Forecasting Works in Tableau

NEW QUESTION # 159

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- A. Update the forecast frequency
- B. Update the forecast formula
- C. Update the forecast adjustment period
- D. Update the forecast display duration
- E. Update the forecast start period

Answer: A,D,E

NEW QUESTION # 160

Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

- A. Increase by
- B. Update with
- C. Multiple by
- D. Decrease by
- E. Replace with

Answer: A,D,E

Explanation:

When using the mass update multiple values of a single metric of a sales agreement terms tab, the three actions that are available are: replace with, decrease by, and increase by. These actions allow the user to update the values of a metric across multiple periods and products in a sales agreement. For example, the user can replace the forecasted quantity of a product with a new value, or increase the discount percentage of a product by a certain amount. The other options, update with and multiply by, are not valid actions for mass update. References: Mass Update Account Forecast Action, Update Multiple Values in Advanced Account Forecasts

NEW QUESTION # 161

The Analytics for Manufacturing app has the following three modules: Sales Agreements, Account Based Forecasts, and Account Manager Targets.

Which installation setup option is available for the administrator in the selection of modules?

- A. The administrator cannot change the default selection of modules.
- B. The administrator must select all three modules for the app to be installed.
- C. The administrator can choose any combination of modules based on the business need.

Answer: C

Explanation:

Explanation

The Analytics for Manufacturing app is a prebuilt app that provides dashboards and insights for manufacturing account managers. The app has three modules: Sales Agreements, Account Based Forecasts, and Account Manager Targets. Each module has its own dataflow, template, and dashboard. The administrator can choose any combination of modules based on the business need and data availability. For example, if the administrator only wants to analyze sales agreements and account forecasts, they can select only those two modules and exclude the account manager targets module. The app creation process will only include the dataflows and templates for the selected modules. The administrator can also add or remove modules later by editing the app¹. References: Create

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