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Salesforce Manufacturing-Cloud-Professional Manufacturing Cloud Accredited Professional Exam

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Salesforce Manufacturing-Cloud-Professional Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Discovery	18%	- Business process analysis and workflow assessment - Integration assessment and solution scoping - Identification of blockers, inefficiencies, and requirements

Topic 2: Validate and Deploy	16%	- User Acceptance Testing (UAT) support - System performance monitoring against business processes - Deployment strategy and rollout execution - Data loading and validation - System Integration Testing (SIT)
Topic 3: Core Manufacturing Cloud Concepts		- Sales Agreements and account-based processes - Manufacturing Cloud Service and Experience Cloud capabilities - Data Processing Engine (DPE) - CRM Analytics for Manufacturing - Account-Based Forecasting

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q38-Q43):

NEW QUESTION # 38

Universal Containers (UC) wants to implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division. UC would like to see stock parts on a rolling monthly basis, with forecasted revenue and quantity. Engineered-to-order parts are ordered less frequently, so UC would like to see these on a rolling quarterly basis but with the same two metrics. What should a Manufacturing Cloud consultant recommend for configuring forecasting?

- A. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.
- B. Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.
- C. Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.

Answer: A

Explanation:

To configure forecasting in Manufacturing Cloud, UC needs to create and configure forecast sets, which are the primary building blocks for generating forecasts¹.

A forecast set contains information such as the forecast period, the forecast fact object, the forecast frequencies, the data processing engine definitions, the forecast dimensions, and the forecast measures¹.

UC has two different divisions with different forecasting needs, so they need to create two forecast sets, one for each division².

Each forecast set needs to have a different period group, which defines the time periods for forecasting. For the stock parts division, UC needs a monthly period group, and for the engineered-to-order parts division, UC needs a quarterly period group².

Each forecast set also needs to have two forecast metrics, which are the measures that UC wants to forecast. In this case, UC wants to forecast revenue and quantity for both divisions².

The other options are incorrect because they do not match the requirements of UC. Option B would create only one forecast set, which would not allow UC to differentiate between the two divisions. Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.

Reference:

Create and Configure Forecast Sets - Salesforce

Configure Forecast Sets Unit | Salesforce Trailhead

NEW QUESTION # 39

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

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

Answer: A

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 # 40

Which approach reduces the number of manual process steps and leverages automation technology to load the partner's Proof-of-Sale data required as supporting information for rebate claims?

- A. Enable the partner to upload scanned images of their customer invoices from the partner Experience Cloud and convert the images into text, which can then be loaded into the Salesforce standard Invoice object.
- B. Expose the Proof-of-Sale object to the partner via the partner Experience Cloud site, allow the partner to create a new record and enter the required information, and then save the record. Enable a flow to route the record to a partner support agent to review the information and approve and reject each individual record with a rejection reason code. Partner will be able to fix any rejected record and resubmit it.
- **C. Configure an EDI Business to Business (B2B) integration to the partner's Enterprise Resource Planning (ERP) system using MuleSoft or other middleware to transfer the data from the partner's system to the Salesforce Utilize a flow to accept or reject individual records, and provide a response back to the partner using the same EDI B2B connection.**

Answer: C

NEW QUESTION # 41

An organization would like to show its account managers specific data points for Sales Agreements terms based on business needs. What is the first step in providing these insights to the account reps?

- **A. Enabling metric groups**
- B. Enabling custom metrics
- C. Allowing account reps to add agreement terms

Answer: A

Explanation:

The first step in providing insights to the account reps is enabling metric groups. Metric groups are collections of metrics that are relevant for a specific business scenario or use case. They allow account managers to view and compare agreement terms for different metrics, such as revenue, volume, margin, and so on¹. Enabling custom metrics and allowing account reps to add agreement terms are not the first steps, as they require metric groups to be enabled first^{2,3}. References: 1: Create Metric Groups for Sales Agreements⁴, 2: Map Custom Fields of Sales Agreement Products and Schedules, 3: Select Metrics to Display in Agreement Terms.

NEW QUESTION # 42

What is the maximum number of sales Agreement that can be activated for the same period, containing the same Products and linked

to the same Account?

- A. 0
- B. 1
- C. 2
- **D. No defined limit**
- E. 3

Answer: D

NEW QUESTION # 43

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