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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q125-Q130):

NEW QUESTION # 125

Universal Containers (UC) is interested in using Manufacturing Cloud. During discovery, the business analyst identifies the following requirements:

1. UC needs the ability to set quantity and revenue targets at the manager level, and the manager needs the ability to distribute that across each member of their team and their team's accounts.
2. UC needs the ability to visualize the targets compared to the actual order amounts for the accounts with targets.
3. UC needs the ability to forecast its sales on a rolling 12-month basis using a combination of data from opportunities, long-term agreements, past orders, and market data that is uploaded periodically.

Which combination of Manufacturing Cloud features addresses the requirements above?

- A. Account Manager Targets, Account Based Forecasting, CRM Analytics for Manufacturing App
- B. Account Manager Targets, Advanced Account Forecasting, CRM Analytics for Manufacturing App
- C. Account Manager Targets, Sales Agreements, Advanced Account Forecasting

Answer: C

Explanation:

Account Manager Targets allow UC to set and track quantity and revenue targets at the manager level, and distribute them to their team members and accounts¹.

Sales Agreements allow UC to manage run-rate or long-term negotiated business with their customers, and track the order realization against the agreed terms¹.

Advanced Account Forecasting allow UC to forecast their sales on a rolling 12-month basis using data from opportunities, sales agreements, past orders, and market data¹.

CRM Analytics for Manufacturing App is a prebuilt app that provides insights into sales performance, account health, and customer satisfaction, but it does not address the requirements of UC².

Account Based Forecasting is a feature that allows UC to forecast their sales based on account hierarchy, but it does not use data from sales agreements or market data³.

What Is Manufacturing Cloud? - Salesforce

CRM Analytics for Manufacturing App - Salesforce

Account Based Forecasting - Salesforce

NEW QUESTION # 126

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

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

Answer: C

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. References: Account Manager Targets in Manufacturing Cloud, Learn About Account Manager Targets, Enable Account Manager Targets, Assign an Account Manager Target

NEW QUESTION # 127

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

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

Answer: B,C

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

NEW QUESTION # 128

Which statement is accurate about Account Manager Targets?

- A. Account Manager Targets are supported for standard fiscal year and custom fiscal year.
- B. Account Manager Targets are only supported for custom fiscal year.
- C. Account Manager Targets can only be used after a forecast calendar is configured.
- D. Account Manager Targets are only supported for standard fiscal year and not for custom fiscal year.

Answer: A

Explanation:

Account Manager Targets are a feature of Manufacturing Cloud that allows you to set and track sales goals for your account managers based on product volume, revenue, or any other custom measure. You can assign targets to individual account managers or to teams, and monitor their progress and performance over time.

Account Manager Targets are supported for both standard fiscal year and custom fiscal year, which means you can align your targets with your company's fiscal calendar. You can also use Account Manager Targets with or without a forecast calendar, which is another feature of Manufacturing Cloud that helps you create and manage forecasts for your accounts and products. References: Account Manager Targets in Manufacturing Cloud, Enable Account Manager Targets, What Is Manufacturing Cloud?

NEW QUESTION # 129

Universal Containers would like to use Manufacturing Cloud to forecast its spare part demand based on the number of defective part cases logged by customers and part orders requested by distribution partners.

Which customization is required for Advanced Account Forecasting to meet these requirements?

- A. A custom forecast fact table and DPE definition
- B. A custom forecast fact table
- C. A custom forecast fact table with the Data Processing Engine (DPE) definition from the prebuilt asset, Generate Forecast for Product Categories

Answer: C

NEW QUESTION # 130

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