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Simplified Document Sharing and Accessibility With Salesforce Manufacturing-Cloud-Professional PDF (Questions)

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Becoming a Manufacturing Cloud Accredited Professional demonstrates the professional's expertise in Manufacturing Cloud, which can lead to better job opportunities and higher salaries. Manufacturing Cloud Accredited Professional Exam certification also shows the professional's commitment to continuous learning and development, which is highly valued by employers. Overall, the Manufacturing-Cloud-Professional Exam is an excellent opportunity for professionals in the manufacturing industry to demonstrate

their expertise in Manufacturing Cloud and advance their careers.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q25-Q30):

NEW QUESTION # 25

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business. The actuals are updated directly from the orders.

In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

- A. Orders, Accounts, Sales Agreement, Sales Agreement Products
- **B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders**
- C. Accounts, Sales Agreements, Sales Agreements Products, Orders

Answer: B

Explanation:

Explanation

The correct order of data migration from a legacy system to Manufacturing Cloud is to first migrate the accounts, then the sales agreements, then the sales agreements schedules, and finally the orders. This order ensures that the data dependencies and relationships are maintained and that the actuals are updated correctly from the orders. The sales agreements schedules are the child records of the sales agreements that specify the planned quantities and revenues for each product and time period. The orders are the child records of the accounts that capture the actual order quantities and revenues for each product and time period. The sales agreements and the orders are linked by the account-product-period combination. References: Migrate Data to Manufacturing Cloud, Sales Agreements, Orders

NEW QUESTION # 26

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

Answer: B

Explanation:

: According to Salesforce Manufacturing Cloud documentation, there is no defined limit on the number of sales agreements that can be activated for the same period, containing the same products, and linked to the same account. However, it is recommended to use sales agreements judiciously and avoid creating duplicate or overlapping agreements that could cause confusion or errors in forecasting and reporting. Sales agreements are meant to capture the negotiated terms and conditions of the run-rate business with customers and partners, and they should reflect the actual demand and order realization data. Reference: Sales Agreements, Frequently Asked Questions for product keys. | Microsoft Learn, Salesforce Manufacturing Cloud Certification Flashcards | Quizlet.

NEW QUESTION # 27

Which object is required to create a Sales agreement?

- A. Order
- B. Account
- C. B)
- D. Quote
- **E. Contract**

Answer: E

Explanation:

The object that is required to create a Sales agreement is Contract. A Contract is a document that outlines the terms and conditions

of a sales agreement between two parties. It is necessary to create a Contract in order to create a Sales agreement. For more information, please refer to the Salesforce documentation.

NEW QUESTION # 28

Which three conditions need to be fulfilled so that an order is included in the Actuals calculation process on a Sales Agreement?

- A. The date in the Order Date field should be in the past.
- B. The date in the Order Date field should be in the future.
- C. The order needs to have Status = Activated.
- D. The order needs to have Category = Activated.
- E. The Sales Agreement field needs to be populated on the Order.

Answer: C,D,E

NEW QUESTION # 29

What is a key first step for Manufacturing Cloud implementation?

- A. Enable Manufacturing Cloud features in Setup.
- B. Enable Manufacturing Cloud permissions for users.
- C. Configure forecast regeneration settings.

Answer: A

Explanation:

The first step for Manufacturing Cloud implementation is to enable Manufacturing Cloud features in Setup. This step allows you to access the Manufacturing Cloud objects, fields, tabs, and components in your org. You can enable Manufacturing Cloud features for Sales, Service, or both, depending on your business needs. To enable Manufacturing Cloud features, you need to have the Customize Application permission and the Manufacturing Cloud license assigned to you. References: Enable Manufacturing Cloud Features

NEW QUESTION # 30

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