

# New Manufacturing-Cloud-Professional Dumps Ebook - Latest Manufacturing-Cloud-Professional Exam Answers



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Facing the incoming Salesforce Manufacturing-Cloud-Professional Exam, you may feel stained and anxious, suspicious whether you could pass the exam smoothly and successfully. Actually, you must not impoverish your ambition. Our suggestions are never boggle at difficulties. It is your right time to make your mark. Preparation of exam without effective materials is just like a soldier without gun.

The Manufacturing Cloud Professional Certification Exam covers a wide range of topics, including product and order management, planning and forecasting, supplier management, and more. Manufacturing-Cloud-Professional Exam also tests the candidate's knowledge of Salesforce data models, analytics, and reporting tools, as well as their ability to design and implement custom solutions for manufacturing clients.

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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q21-Q26):

### NEW QUESTION # 21

Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

- A. Leverage the manufacturing experience cloud template to set up a secure site for collaboration
- B. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration
- C. Leverage my domain to set up a secure site for collaboration
- D. Leverage the salesforce site manufacturing cloud template to set up a secure site for collaboration

**Answer: A**

#### NEW QUESTION # 22

When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

- A. Only sales agreements with approved adjustments in the Salesforce org will be considered.
- **B. No sales agreements will be considered.**
- C. All active and expired sales agreements will be considered.
- D. Only approved sales agreements in the Salesforce org will be considered.
- E. All sales agreements within the generation period will be considered.

**Answer: B**

Explanation:

if Sales Agreement List View is not selected in the Account Forecast Calculation Settings, no sales agreements will be considered when calculating the sales agreement metric values of account forecasts. This means that the account forecasts will only reflect the opportunity metric values, and not the sales agreement metric values. To include the sales agreement metric values in the account forecasts, you need to select a sales agreement list view that defines which sales agreements to use for the calculations. References: 1: Configure Account Forecast Calculation Settings - Salesforce

#### NEW QUESTION # 23

Which dashboards are on the Account page by default after the system administrator installs the Analytics app?

- **A. Accounts agreement performance; Forecast analytics for the selected account**
- B. Accounts agreement performance; Forecast analytics for all accounts
- C. Accounts agreement performance; Pricing analytics for the selected account

**Answer: A**

Explanation:

Upon the installation of the Analytics app, the default dashboards on the Account page include "Accounts agreement performance" and "Forecast analytics for the selected account." These dashboards provide a comprehensive overview of an account's performance in terms of sales agreements and forecast accuracy, allowing for in-depth analysis and strategic planning based on historical and current data.

#### NEW QUESTION # 24

Badger Power wants to have a complete picture of both their run-rate and net-new business. Which two Manufacturing Cloud functions should be configured?

- A. Product Forecast
- **B. Sales Agreements**
- C. Collaborative Forecast
- **D. Account Based Forecasting**
- E. Opportunity Funnel

**Answer: B,D**

Explanation:

Account Based Forecasting and Sales Agreements are two Manufacturing Cloud functions that should be configured to have a complete picture of both run-rate and net-new business. Account Based Forecasting allows you to forecast your sales revenue based on the account level, rather than the opportunity level. This gives you more visibility into the demand from your existing customers, as well as the potential from new customers. Sales Agreements allow you to manage the sales lifecycle of your long-term contracts with customers, including pricing, volumes, and order realization. This helps you to track and fulfill your run-rate business, as well as to identify and capture new business opportunities within your agreements. Reference: Forecast Your Run-Rate and New Business with Account-Based Forecasting - Salesforce Help, [Create and Work with Sales Agreements - Salesforce Help]

### NEW QUESTION # 25

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%. Where should the Account owner add the additional 5%?

- A. Update the Account Forecast to 10%.
- **B. Set 5% value in Account Growth.**
- C. Update the Market Growth to 10%.

**Answer: B**

Explanation:

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities. The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of 10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast. Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

### NEW QUESTION # 26

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