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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q54-Q59):

NEW QUESTION # 54
A user wants to export Account Based Forecast data to use in their Demand Planning system. They want to use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. Which two actions will enable this process?

- A. Creating a report using a custom report type.
- B. Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.
- C. Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.
- D. Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.

Answer: C,D

Explanation:
Explanation
To export Account Based Forecast data to use in their Demand Planning system, the user can use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. To do this, the user can perform the following actions:
* Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'. This report type allows the user to access the data from the AccountForecast and AccountProductPeriodForecast objects, which store the forecast metrics for each account and product combination.
* Add the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.
This field shows the forecast quantity after applying any adjustments made by the sales team. The user can also add other fields, such as account name, product name, period name, or forecast set name, to the report as needed.
The user can then run the report and export the data to a CSV file or another format that can be used by their Demand Planning system.
References:
* Create Holistic Forecasts with Advanced Account Forecasting > Use Advanced Account Forecasting Analytics for Manufacturing > Create Reports and Dashboards for Advanced Account Forecasting
* AccountForecast | Manufacturing Cloud Developer Guide
* [AccountProductPeriodForecast | Manufacturing Cloud Developer Guide]

NEW QUESTION # 55
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 one forecast set, two period groups, and four forecast metrics.
- B. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.

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

Answer: B

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.
References:
* Create and Configure Forecast Sets - Salesforce
* Configure Forecast Sets Unit | Salesforce Trailhead

NEW QUESTION # 56
An organization is looking to support channel partners but has yet to onboard them digitally. The organization would like to work closely with its partners to plan their work and support them by providing functionality, insights, and data.
What should the organization do to fill this gap?

- A. Add a timeline to the Experience Cloud
- B. Allow them to submit claims against warranty coverage
- C. Leveraging Partner Visit Management functionality

Answer: C

Explanation:
: The organization should leverage Partner Visit Management functionality to fill the gap. Partner Visit Management is a feature of Salesforce Manufacturing Cloud that enables manufacturers to collaborate with their channel partners on sales and service activities. With Partner Visit Management, manufacturers can create and assign visit plans to their partners, track their progress and performance, and provide feedback and coaching. Partners can access the visit plans through the Manufacturing partner site, which is a predefined template for Experience Cloud sites. The Manufacturing partner site also allows partners to view and update sales agreements, forecasts, and account information, as well as access resources and training materials. By using Partner Visit Management and the Manufacturing partner site, the organization can support its channel partners by providing functionality, insights, and data, as well as working closely with them to plan their work. Reference:
Engage with Your Partners - Salesforce
What Is Manufacturing Cloud? - Salesforce
Elevate Partner Management - Salesforce
Simplify Partner Engagement: A Guide for Manufacturers - Salesforce

NEW QUESTION # 57
Universal Containers has implemented Rebate Management and wants to define the Benefit information section of a Rebate Type Benefit. Which Sequence of Minimum and Maximum Range values would be valid?

- A. 301 to 400
- B. 0 to 100
- C. 101 to 200
- D. 201 to 300

Answer: B

NEW QUESTION # 58

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating actuals against account manager targets?

- A. Account Owner
- B. Custom Lookup Field for a user on Account.
- C. Other User
- D. Opportunity Owner
- E. Order Owner

Answer: A,C,E

Explanation:
Explanation
These three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard when calculating actuals against account manager targets. The configuration wizard guides users through the creation of an app from the Analytics for Manufacturing template and allows them to customize the data and settings for the app. One of the settings is to choose who gets credit for the orders, which determines how the actual revenue is attributed to the account managers. The user can select one of the following options:
Account Owner: This option credits all orders to the account owner's actual revenue, regardless of who owns the order. This is useful when the account owner is responsible for the overall relationship and revenue of the account.
Order Owner: This option credits all orders to the order owner's actual revenue, regardless of who owns the account. This is useful when the order owner is responsible for the individual order and revenue of the order.
Other User: This option credits all orders to a custom user's actual revenue, based on a custom lookup field for a user on the account. This is useful when there is a different user, such as a sales engineer or a partner, who is responsible for the order and revenue of the order.
References: = Create and Share an App from the Analytics for Manufacturing Template, Salesforce Authentication - Tableau, The Configuration Wizard - Salesforce Developers

NEW QUESTION # 59

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