

Manufacturing-Cloud-Professional최고덤프문제덤프로 시험에도전

IBM Cloud Professional
Developer v6 C1000-166

시험덤프데모



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>> Manufacturing-Cloud-Professional최고덤프문제 <<

높은 통과율 Manufacturing-Cloud-Professional최고덤프문제 공부자료

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최신 Accredited Professional Manufacturing-Cloud-Professional 무료샘플문제 (Q46-Q51):

질문 # 46

Which Manufacturing Cloud function has an out-of-the-box Submit for Approval quick action?
Sales Agreements

- A. Account Based Forecasting
- B. Order Management
- C. Account Manager Target

- **D. Experience Cloud for Manufacturing**

정답: D

설명:

Experience Cloud for Manufacturing is a digital platform that enables manufacturers to create personalized and engaging experiences for their customers, partners, and employees. One of the features of Experience Cloud for Manufacturing is the ability to submit sales agreements for approval using a quick action. This quick action allows users to initiate an approval process for a sales agreement record from the Experience Cloud site, without having to switch to the Salesforce app¹. References:

- * Experience Cloud for Manufacturing
- * Create Automation for Submitting Positions for Approval

질문 # 47

The standard object that captures Type, Reason, and Account information for warranty claims is Claim. A Claim record represents a request made by a partner, dealer, or distributor to the manufacturer to repair, replace, or provide a refund for a defective asset¹. The Claim object has fields such as Claim Type, Claim Reason, and Account Name that store this information². References: How Warranty Claim Information Is Represented in Manufacturing Cloud, Claim Fields in Manufacturing Cloud Question no 95 During the discovery phase, sales leadership at Universal Containers says that their run rate business is hard to forecast because their customer constantly orders more or fewer engine control units than contractually agreed upon. Which Manufacturing Cloud capability should a consultant recommend for managers to discuss these variances with sales reps and for sales reps to monitor their customers?

- **A. Use a formula field on the Sales Agreement Product Schedule object to calculate the forecast deviation.**
- B. Set up the CRM Analytics template app and leverage embedded dashboards for forecast deviation on the Account page.
- C. Leverage a Data Processing Engine (DPE) job to calculate the forecast deviation.

정답: A

설명:

The Sales Agreement Product Schedule object is used to track the planned and actual quantities of products that are part of a sales agreement. A formula field on this object can be used to calculate the forecast deviation, which is the difference between the planned and actual quantities. This can help managers and sales reps to monitor the performance of their run rate business and identify any variances from the contractual terms. The formula field can also be used to create reports and dashboards that show the forecast deviation by product, customer, or any other dimension. References: Sales Agreement Product Schedule, Forecast Deviation

질문 # 48

Which dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts?

- A. Account Insights
- B. White Space Analysis
- **C. Customers Health**
- D. Sales Agreement Insights
- E. Accounts Health

정답: C

설명:

Explanation

Customers Health dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts. Customers Health dashboard is part of the Actionable Relationship Center (ARC) feature in Manufacturing Cloud, which provides a 360-degree view of customer health and engagement. Customers Health dashboard shows key metrics such as revenue realization rate, average length of relationship, average customer lifetime value, and customer churn rate. It also allows the user to filter the accounts by various dimensions, such as industry, region, product family, and account owner. Customers Health dashboard helps the user to identify the most valuable and loyal customers, as well as the customers who are at risk of attrition or dissatisfaction. References:

- * Actionable Relationship Center, Salesforce Help Docs
- * Customers Health Dashboard, Salesforce Help Docs
- * Calculating Customer Lifetime Value (CLV) With Salesforce, Salesforce Ben Blog
- * Data Cloud for Marketing, Salesforce Website

질문 # 49

An Account Manager edits the account and market growth percentage values and triggers a forecast recalculation. When will these new values be used in forecasting the future periods?

- A. When account and market growth percentages are used in the forecast formula.
- B. When the forecast is calculated for the first time.
- C. When a new forecast is generated for the account.
- D. When the Account Manager is the Account owner.

정답: A

설명:

Explanation

Account and market growth percentages are values that account managers can enter to indicate the expected growth of their account and the market for their products in the upcoming period. These values are used in the forecast formula to calculate the forecast quantity and revenue for future periods. The new values are used in forecasting the future periods only when the account and market growth percentages are part of the forecast formula. If the forecast formula does not include these values, then editing them will not affect the forecast calculation. References: Create Accurate Account Forecasts, Configure Forecast Metrics and Formulas

질문 # 50

The service agents at Universal Containers reported that it takes too long to find information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims.

What should the consultant recommend to make the support process easier?

- A. Enable the Service Console for Manufacturing app.
- B. Create a custom Case Lightning record page.
- C. Enable the Service Console app.

정답: A

설명:

* The Service Console for Manufacturing app is a prebuilt app that provides a unified console for customer service representatives (CSRs) to view and manage information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims¹.

* The app also provides features such as a timeline of interactions, contextual alerts, relevant actions, and knowledge articles to help CSRs resolve customer issues and provide proactive service¹.

* The app is designed specifically for the manufacturing industry and integrates with other Manufacturing Cloud features such as Sales Agreements and Account Forecasting².

* The other options are incorrect because they do not provide the same level of functionality and integration as the Service Console for Manufacturing app. Option A would only customize the layout of the Case object, but not the other related objects. Option B would enable the generic Service Console app, which does not have the manufacturing-specific components and data sources.

References:

* Service Console for Manufacturing - Salesforce

* Get Started with Manufacturing Cloud for Service - Salesforce

질문 # 51

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