

# High Hit Rate Valid Manufacturing-Cloud-Professional Exam Duration to Obtain Salesforce Certification



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Salesforce Manufacturing Cloud Accredited Professional is a certification program designed for professionals working in the manufacturing industry. Manufacturing Cloud Accredited Professional Exam certification is specifically designed to test the proficiency of individuals in using Salesforce Manufacturing Cloud. Manufacturing-Cloud-Professional Exam is the perfect way to demonstrate your knowledge and skills in managing manufacturing business processes using the Salesforce platform.

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## Manufacturing-Cloud-Professional Brain Dumps, New Manufacturing-Cloud-Professional Test Notes

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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q143-Q148):

### NEW QUESTION # 143

A regional sales manager for Universal Containers would like to forecast at the product hierarchy level. How should the system administrator set up Advanced Account Forecasting?

- A. Configure the forecast context field from Account Id to Product Category.
- B. Configure the forecast set on the Advanced Account Forecasting Setup page.
- C. Create a flow to modify the Advanced Account Forecasting to support the product hierarchy.

**Answer: C**

Explanation:

To forecast at the product hierarchy level, the system administrator needs to create a flow that modifies the Advanced Account Forecasting to include the product category as a custom dimension. The product category is a field on the product object that

defines the hierarchy of products. By adding the product category as a custom dimension, the system administrator can enable the regional sales manager to view and adjust forecasts based on different product categories. The flow should use the Data Processing Engine to aggregate data from orders, opportunities, sales agreements, and other custom objects by product category, and then use the Calculate Advanced Account Forecast and Update Advanced Account Forecast Set Partner invocable actions to generate the forecasts. The flow should also assign the appropriate forecast set to the regional sales manager based on their role and region. References: Create Holistic Forecasts with Advanced Account Forecasting, Example: Generate Forecasts Across Multiple Regions with Advanced Account Forecasting, Calculate Account Forecasts Using Flows

#### NEW QUESTION # 144

Which object is required to create a Sales agreement?

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

**Answer: D**

Explanation:

Explanation

A sales agreement is a long-term agreement between a buyer and a seller to negotiate price and volume of products. To create a sales agreement in Salesforce Manufacturing Cloud, you need to have an account object that represents the buyer. The account object stores the information about the customer, such as name, address, contact, industry, and so on. You can also associate a contact object with the account to specify the person who is responsible for the sales agreement. Other objects that are related to the sales agreement are sales agreement product, sales agreement product schedule, sales agreement line item, and sales agreement forecast. References: SalesAgreement | Manufacturing Cloud Developer Guide | Salesforce Developers, Sales Agreements and Forecasting in Manufacturing Cloud | Salesforce Module, Convert Opportunity to Sales Agreements in Salesforce Manufacturing Cloud

#### NEW QUESTION # 145

If the team member hierarchy type is changed in account manager targets, which statement is accurate?

- A. All the existing targets have to be reapproved based on the new hierarchy
- B. No change to existing targets
- **C. All the existing targets become read only**
- D. All the existing targets turn to draft status

**Answer: C**

#### NEW QUESTION # 146

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

**Answer: D,E**

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 # 147

What is the maximum number of products a sales agreement can have?

- A. 0
- B. 1
- C. 2
- **D. 3**

**Answer: D**

Explanation:

: A sales agreement is a record that captures the terms and conditions of a long-term or run-rate business relationship between a manufacturer and a customer. It can include products, product categories, prices, volumes, schedules, and other details. A sales agreement can have a maximum of 1500 products or product categories and 72 schedules. Contact Salesforce support if you want to increase the limits. Note that having a large number of product or product categories and schedules can affect system performance<sup>1</sup>. Reference: Considerations for Working with Manufacturing

#### NEW QUESTION # 148

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