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Salesforce Manufacturing-Cloud-Professional Certification Exam is a valuable certification for professionals in the manufacturing industry. It validates the expertise of individuals in managing manufacturing operations through Salesforce's Manufacturing Cloud. To pass the exam, individuals need to have a good understanding of the manufacturing process, sales and operations planning, and demand management. With the certification, professionals can enhance their career prospects and demonstrate their proficiency in managing manufacturing operations through Salesforce's Manufacturing Cloud.

Earning the Salesforce Manufacturing-Cloud-Professional Certification is a great way to demonstrate your expertise in the Manufacturing Cloud solution. Manufacturing Cloud Accredited Professional Exam certification validates your ability to design and implement Manufacturing Cloud solutions that meet your organization's business requirements. By earning this certification, you will gain recognition as a skilled Manufacturing Cloud professional, which can help you advance your career in the manufacturing industry.

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Salesforce Manufacturing Cloud Professional certification is a highly valued certification in the manufacturing industry. Manufacturing Cloud Accredited Professional Exam certification is designed for professionals who are looking to enhance their skills and knowledge in manufacturing cloud solutions. Manufacturing Cloud Accredited Professional Exam certification exam is designed to test the candidate's ability to design, implement, and manage manufacturing cloud solutions effectively. Manufacturing Cloud Accredited Professional Exam certification opens up new career opportunities for professionals in the manufacturing industry.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q42-Q47):

NEW QUESTION # 42

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

Sales Agreements

- A. Account Manager Target
- B. Order Management
- C. Account Based Forecasting
- **D. Experience Cloud for Manufacturing**

Answer: D

NEW QUESTION # 43

Universal Containers (UC) uses Sales Agreements and wants to avoid bringing actual orders data into Manufacturing Cloud. However, UC wants to use the actual orders data for its sales agreements.

Which Actuals Calculation mode in the Sales Agreement setup must be selected?

- **A. Automatically from orders through contracts**
- B. Manually using API upload
- C. Manually using Actual Orders API

Answer: A

Explanation:

To use the actual orders data for its sales agreements without bringing the data into Manufacturing Cloud, UC must select the Actuals Calculation mode as Automatically from orders through contracts in the Sales Agreement setup. This mode allows UC to calculate the actual quantities from the orders that are associated with the contracts linked to the sales agreements. A daily automated process derives and calculates the sales agreement actuals from the orders through contracts and updates the sales agreement records. This way, UC can avoid importing or syncing the actual orders data into Manufacturing Cloud and still use it for its sales agreements. Reference: Choose How Sales Agreement Actuals Are Calculated, How Are Sales Agreement Actuals Calculated?

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NEW QUESTION # 44

Which two statements are correct about sales agreement cloning?

A) The product details are copied over from the original sales agreement

- A. The new sales agreement is created in draft status
- B. The new sales agreement is created in activated status
- C. The agreement term details are copied over from the original sales agreement
- D. The default start date of the new sales agreement is equal to the start date of the original sales agreement

Answer: A,D

Explanation:

Explanation

Sales agreement cloning is a feature that allows the user to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for the same or different accounts. When the user clones a sales agreement, the following statements are correct:

The product details are copied over from the original sales agreement. This includes the product name, category, quantity, price, and discount percentage. The user can edit these details as needed in the new sales agreement.

The new sales agreement is created in draft status. This means that the new sales agreement is not yet active and does not affect the account forecast or the sales agreement performance. The user can review and modify the new sales agreement before submitting it for approval and activation. The other statements are not correct, as they do not reflect the sales agreement cloning behavior. When the user clones a sales agreement, the following statements are false:

The default start date of the new sales agreement is equal to the start date of the original sales agreement. This is not true, as the default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The user can change the start date as needed in the new sales agreement.

The new sales agreement is created in activated status. This is not true, as the new sales agreement is created in draft status, not activated status. The user needs to submit the new sales agreement for approval and activation before it becomes effective and impacts the account forecast and the sales agreement performance.

The agreement term details are copied over from the original sales agreement. This is not true, as the agreement term details are not copied over from the original sales agreement. The agreement term details are the periods and metrics that define the sales agreement performance and forecast. The user needs to create and configure the agreement term details for the new sales agreement separately. References: Clone a Sales Agreement, Sales Agreement Fields

NEW QUESTION # 45

A manufacturing company makes parts designed to go into finished goods (like a cell phone). However, the company sells to distributors and contract manufacturers who make the phone for the phone brand company.

The manufacturing company is not the only approved supplier of the part.

Which feature of Manufacturing Cloud should the manufacturing company utilize to help with future opportunity planning?

- A. Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.
- B. Use Advanced Forecasting to set the plan by part for each of the phone brands and align orders by part number to the forecast with the orders.
- C. Use Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.

Answer: A

Explanation:

Explanation

Program Based Business is a feature of Manufacturing Cloud that allows you to track and manage the demand from your end customers (such as phone brands) and the supply from your channel partners (such as distributors or contract manufacturers). You can create programs for each endcustomer and associate them with sales agreements or opportunities. You can also assign program lines to each product or part that you sell to the end customer and specify the expected quantity and revenue. Program Based Business helps you to forecast the demand from the end customer and compare it with the actual orders from the channel partners. You can also monitor the performance of your channel partners and identify any gaps or risks in fulfilling the end customer demand.

References: [Program Based Business Overview], [Create Programs]

NEW QUESTION # 46

When is an appropriate time to generate the detailed technical design document when implementing Manufacturing Cloud?

- A. The detailed technical design document should be ready before engaging the business users to gather requirements.
- **B. The detailed technical design document is completed after the business requirement document has been generated.**
- C. The detailed technical design document should be completed after an organization goes live with Manufacturing Cloud.

Answer: B

Explanation:

Explanation

The detailed technical design document is a document that describes the technical specifications and requirements for implementing Manufacturing Cloud. It is based on the business requirement document, which is a document that captures the business needs and goals of the customer. The detailed technical design document is completed after the business requirement document has been generated, because it requires a clear understanding of the customer's business processes, pain points, and desired outcomes. The detailed technical design document should include the following information:

- * The scope and objectives of the project
 - * The data model and architecture of Manufacturing Cloud
 - * The integration strategy and design with other systems
 - * The customization and configuration of Manufacturing Cloud features and functionality
 - * The security and access control requirements
 - * The testing and deployment plan
 - * The change management and training plan
- References:
- * What Is Manufacturing Cloud?
 - * Manufacturing Cloud Implementation Guide

NEW QUESTION # 47

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