Salesforce Manufacturing-Cloud-Professional Exam Questions in Convenient PDF Format

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The Manufacturing Cloud Accredited Professional certification exam is a valuable credential for professionals who work in the manufacturing industry and want to enhance their knowledge and skills in using Salesforce solutions. Manufacturing Cloud Accredited Professional Exam certification demonstrates a candidate's expertise in Salesforce Manufacturing Cloud and their ability to help manufacturing organizations achieve their goals and succeed in a competitive global marketplace.

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q99-Q104):

NEW QUESTION # 99
Universal Containers just went live with Manufacturing Cloud. The administrator has been tasked with uploading sales agreement data into the system.
In which order does the administrator need to approach this task for a complete and accurate representation of sales transactions?

- A. Update Sales Agreements, Update Sales Agreement Products, Update Sales Agreement Product Schedule
- B. Insert Sales Agreements, Insert Sales Agreement Products, Insert Sales Agreement Product Schedule
- C. Insert Sales Agreements, Insert Sales Agreement Products, Update Sales Agreement Product Schedule

Answer: B

Explanation:
To upload sales agreement data into the system, the administrator needs to follow these steps in order:

* Insert Sales Agreements: This creates the sales agreement records with the basic information such as account, contact, start date, end date, and status.
* Insert Sales Agreement Products: This adds the products that are part of the sales agreement, along with the planned quantity and revenue for each product.
* Insert Sales Agreement Product Schedule: This specifies the schedule for each product, such as the frequency, start date, end date, and quantity for each period.
The other options are not correct because they involve updating the sales agreement data instead of inserting it.
Updating the data requires the data to be already present in the system, which is not the case for a new implementation. Also, updating the sales agreement product schedule is not necessary if the schedule is inserted correctly in the first place. References: SalesAgreement | Manufacturing Cloud Developer Guide, SalesAgreementProduct | Manufacturing Cloud Developer Guide, SalesAgreementProductSchedule | Manufacturing Cloud Developer Guide, Import Data into Manufacturing Cloud

NEW QUESTION # 100
Universal Containers has a large number of stock keeping units (SKUs), which hinders the executive team from making decisions quickly.
Which functionive team?

- A. Account Based Forecasting
- B. Sales Agreements
- C. Product Categories

Answer: C

Explanation:
o help the executive team make decisions quickly, an administrator should implement Product Categories functionality. Product Categories are a way of grouping products based on common characteristics, such as type, brand, flavor, or package12. By using Product Categories, the executive team can easily filter, sort, and analyze the large number of SKUs in their business. They can also use Product Categories to create sales agreements and forecasts at different levels of granularity1. Reference: Manage Products and Categories in a Sales Agreement, Configure Product Hierarchies Unit

NEW QUESTION # 101
Universal Containers (UC) uses an Enterprise Resource Planning (ERP) system for order and inventory management. UC would like to give its sales teams the ability to view the order information related to an account without replicating the order information.
Which object type should a consultant use to access account order information?

- A. A standard Order object
- B. A custom object
- C. An external object

Answer: C

Explanation:
Explanation
A consultant should use an external object to access account order information from an ERP system. An external object is similar to a custom object, but the record data is stored outside the Salesforce organization.
By using external objects, the consultant can access the order data in real time via web service callouts, without replicating the data in Salesforce. This way, the sales teams can view the current state of the order information related to an account, without wasting storage and resources keeping data in sync1. A standard Order object or a custom object would require copying the order data from the ERP system to the Salesforce organization, which is not the desired solution for UC. References: 1: External Objects2

NEW QUESTION # 102
Which three permission set are available with Manufacturing Cloud?

- A. Manufacturing Price Book
- B. Manufacturing Account Manager Target
- C. Manufacturing Sales Orders
- D. Manufacturing Sales Agreements

- E. Manufacturing Account Forecast

Answer: B,D,E

Explanation:
Explanation
Manufacturing Cloud provides three permission sets that grant access to the core features of the product:
Manufacturing Account Forecast, Manufacturing Sales Agreements, and Manufacturing Account Manager Target. These permission sets can be assigned to internal users and partners based on their required level of access to sales agreements, account forecasting, and account manager targets. Manufacturing Price Book and Manufacturing Sales Orders are not permission sets provided by Manufacturing Cloud, but they may be related to other Salesforce products or customizations. References: Set Up Users and Permissions for Manufacturing Cloud, Assign the Manufacturing Permission Sets to Users

NEW QUESTION # 103
Which two statements are true, if an org hits the account product period forecast record limit

- A. New products added to account forecasts will not be included in recalculations
- B. New products are not added when recalculating a single account forecast or recalculating all account forecasts
- C. New Products cannot be added to account forecasts
- D. The add products option will no longer appear on the agreement terms tab

Answer: C,D

Explanation:
If an org hits the account product period forecast record limit, it means that the org has reached the maximum number of records allowed for the Account Product Period Forecast object, which is 9 million1. This limit affects the functionality of account forecasting in the following ways:
* New products are not added when recalculating a single account forecast or recalculating all account forecasts. This means that if a new product is added to a sales agreement or a contract after the limit is reached, it will not be reflected in the account forecast, even if the forecast is recalculated manually or automatically. The only way to add new products to the account forecast is to delete some existing records from the Account Product Period Forecast object to free up some space2.
* The add products option will no longer appear on the agreement terms tab. This means that users will not be able to add new products to an existing sales agreement or a contract from the agreement terms tab. The only way to add new products to an agreement is to create a new agreement with the new products, or to edit the agreement in the related list of the account forecast2.
References: View the Defined Limits, Percentage of Limit Used, and Usage Details for Account Forecasts, Define Account Forecast Settings Unit | Salesforce Trailhead

NEW QUESTION # 104
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