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Salesforce Manufacturing Cloud Accredited Professional exam covers topics such as manufacturing processes, sales agreements, account-based forecasting, and production planning. Manufacturing-Cloud-Professional exam consists of 60 multiple-choice questions, and the candidate is required to complete it within 90 minutes. To pass the exam, a candidate must score at least 68%, and the certification is valid for two years. Achieving this certification demonstrates an individual's commitment to their profession and provides a competitive advantage in the job market. It also showcases their proficiency in the Manufacturing Cloud and their ability to help organizations improve their manufacturing processes.

Salesforce Manufacturing-Cloud-Professional Certification Exam is designed for professionals who are interested in demonstrating their knowledge and expertise in the Manufacturing Cloud. Manufacturing-Cloud-Professional exam is specifically designed to validate the skills required to implement Manufacturing Cloud solutions, which enable manufacturers to connect sales and operations

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q76-Q81):

NEW QUESTION # 76

An organization would like to show its account managers specific data points for Sales Agreements terms based on business needs. What is the first step in providing these insights to the account reps?

- **A. Enabling custom metrics**
- B. Allowing account reps to add agreement terms
- C. Enabling metric groups

Answer: A

NEW QUESTION # 77

An administrator has updated the team member hierarchy type from Forecasts hierarchy to Manager hierarchy on the account manager target.

What will happen to existing targets?

- A. Status for all existing targets will become Draft.
- B. All access to existing targets will be deleted.
- **C. Status for all existing targets will become Read-only.**

Answer: C

Explanation:

When an administrator changes the team member hierarchy type for account manager targets, the existing targets are affected by this change. The status of all existing targets becomes read-only, which means that they cannot be edited or deleted. This is to prevent any inconsistency or data loss due to the change in hierarchy. The new hierarchy type will apply only to the new targets that are created after the change. Reference: Choose Team Member Hierarchy for Account Manager Targets

NEW QUESTION # 78

The Financial Team at Budget Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate management. How can an Admin ensure that this requirement is fulfilled?

- **A. Validate invoice status in ERP before bringing into Salesforce.**
- B. Create a custom field in Transaction Journal, copy Invoice Status data into custom field, then use as an eligibility condition in Rebate Types
- C. Update Data Processing Engine job to filter out transactions where Invoice status does not Paid
- D. Additional steps are not needed Only transactions with Status = Paid are included in the Journal,

Answer: A

Explanation:

Explanation

To ensure that only invoices with status paid are included in the rebate calculation, the admin should validate the invoice status in the ERP system before bringing the data into Salesforce. This way, the admin can avoid importing unnecessary or inaccurate data that might affect the rebate performance and payout. The other options are not feasible or efficient because:

Option B is incorrect because transactions with any status are included in the journal by default. The admin needs to set up eligibility conditions in the rebate types to filter out transactions based on status or other criteria¹.

Option C is incorrect because creating a custom field in the transaction journal and copying the invoice status data into it is redundant and time-consuming. The invoice status is already available as a standard field in the transaction journal object².

Option D is incorrect because updating the data processing engine job to filter out transactions based on invoice status is not possible. The data processing engine job is used to process the data from the transaction journal into the rebate journal, and it does not have any filtering options³.

References: 1: Rebate Types 2: Transaction Journal 3: Data Processing Engine

NEW QUESTION # 79

What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

- A. Delete, add, clone and transform journal transactions.
- **B. Query, extract, filter and aggregate journal transactions**
- C. It includes custom metrics in the transaction journal
- D. It applies the benefit structure and creates payouts

Answer: B

Explanation:

Explanation

Data Processing Engine (DPE) is a feature of Rebate Management that allows you to transform data that is available in your Salesforce org and write back the transformation results as new or updated records. You can use DPE to process data for standard and custom objects. Rebate Management has DPE templates that you can clone and customize to suit your business needs. The templates either help you to aggregate transactions by different criteria, or help you to manage other rebate processes. The out-of-the-box DPE jobs in Rebate Management use the templates to query, extract, filter and aggregate journal transactions based on the eligibility criteria and calculation definitions of the rebate types. The aggregated data is then stored in the Rebate Member Product Aggregate object, which is used to calculate the payouts for the program members. References: Data Processing Engine in Rebate Management | Salesforce Trailhead Module, Data Processing Engine Templates with Rebate Management - Salesforce, Data Processing Engine | Rebate Management Developer Guide | Salesforce Developers, Data Processing Engine, Batch Management, and Invocable Actions | Rebate Management Developer Guide | Salesforce Developers

NEW QUESTION # 80

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- A. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object
- B. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object
- C. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type = Other, on the Account Manager object
- **D. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object**

Answer: D

Explanation:

: The Account Manager Target object represents a target created by an account manager for a fiscal year, measure, and target value¹. To measure the account managers on a CSAT target, the admin should add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object. This way, the account managers can create and assign targets for the CSAT measure to their direct reports². The other options are incorrect because they either use the wrong object, field, or value for the CSAT target. Reference: Create and Assign Targets, Set Up and Configure Account Manager Targets, Discuss Salesforce Manufacturing-Cloud-Professional Exam Topic 1 Question 19, Manufacturing Cloud Developer Guide

NEW QUESTION # 81

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