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To qualify for the Manufacturing Cloud Accredited Professional certification, candidates must have a strong understanding of manufacturing processes and should be familiar with the Salesforce platform. They should also have experience in implementing and configuring Salesforce Manufacturing Cloud solutions. Manufacturing-Cloud-Professional Exam consists of multiple-choice questions and is timed at 90 minutes.

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Salesforce Manufacturing Cloud is a cloud-based solution specifically designed for the manufacturing industry, which helps to connect the entire manufacturing process, from supplier to customer. The platform provides a complete view of the manufacturing process, including sales, service, and supply chain management, and enables manufacturers to make data-driven decisions to optimize their operations.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q103-Q108):

NEW QUESTION # 103
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:
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 # 104
In Tableau CRM for manufacturing which security predicate .... ManagerId

- A. Row level Sharing for territories
- B. Manufacturing Cloud Hierarchy
- C. Account Hierarchy
- D. use Role Hierarchy
- E. Use Manager Hierarchy

Answer: E

Explanation:
Explanation
Tableau CRM for Manufacturing is a set of prebuilt dashboards and datasets that provide insights into sales performance, account health, and sales agreement compliance. To ensure that users only see the data they are authorized to access, Tableau CRM forManufacturing uses security predicates to filter the data based on the user's profile and permissions. One of these security predicates is:
* Use Manager Hierarchy: This predicate filters the data based on the user's position in the manager hierarchy. Users can only see the data for themselves and the users below them in the hierarchy. This
* predicate uses the ManagerId field on the User object to determine the hierarchy.
References: : [Tableau CRM for Manufacturing Security Predicates]

NEW QUESTION # 105
Universal Containers (UC) has implemented Sales Cloud and Service Cloud in seven countries in EMEA for about 100 users. UC has successfully tested and signed off on additional Sales Agreements functionality. In order to have control over the rollout and monitor the adoption, UC wants to roll out in a phased manner, country by country. UC follows a single-org strategy.
How should a consultant enable this rollout scenario?

- A. Deploy the new functionality and assign the Manufacturing licenses to all of the users.
- B. Deploy the new functionality and make the Sales Agreements tab visible for the designated users.
- C. Deploy the new functionality and assign the permission set to the designated users.

Answer: C

Explanation:
n: To enable a phased rollout of the Sales Agreements functionality, a consultant should deploy the new functionality and assign the permission set to the designated users. The permission set grants access to the Sales Agreements object and related actions, such as creating, editing, approving, and activating sales agreements. By assigning the permission set to the designated users, the consultant can control who can use the new functionality and monitor the adoption. The consultant does not need to make the Sales Agreements tab visible for the designated users, as the tab is automatically visible once the permission set is assigned. The consultant also does not need to assign the Manufacturing licenses to all of the users, as the licenses are only required for users who need access to the Manufacturing Cloud features, such as account forecasting and data processing engine. Reference: Get Started with Manufacturing Cloud for Sales, Assign the Manufacturing Permission Sets to Users

NEW QUESTION # 106

Which three permission set are available with Manufacturing Cloud?

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

Answer: B,C,D

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 # 107

Which dashboards are on the Account page by default after the system administrator installs the Analytics app?

- A. Accounts agreement performance; Forecast analytics for the selected account
- B. Accounts agreement performance; Forecast analytics for all accounts
- C. Accounts agreement performance; Pricing analytics for the selected account

Answer: A

Explanation:
Upon the installation of the Analytics app, the default dashboards on the Account page include "Accounts agreement performance" and "Forecast analytics for the selected account." These dashboards provide a comprehensive overview of an account's performance in terms of sales agreements and forecast accuracy, allowing for in-depth analysis and strategic planning based on historical and current data.

NEW QUESTION # 108

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