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Earning the Salesforce Manufacturing-Cloud-Professional Certification is an excellent way for professionals to enhance their skills, knowledge, and career prospects in the manufacturing industry. It is also an excellent opportunity for companies to showcase their expertise in Salesforce Manufacturing Cloud, which can help them attract new clients and grow their businesses.

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To become a Manufacturing Cloud Accredited Professional, candidates must pass a 60-question multiple-choice exam that tests their knowledge of Salesforce Manufacturing Cloud. Manufacturing-Cloud-Professional exam is timed at 105 minutes, and candidates must achieve a passing score of 68% or higher to earn the certification. Manufacturing-Cloud-Professional Exam Fee is \$200, and candidates can take the exam online or in-person at a proctored testing center. With this certification, professionals can prove their expertise in using Salesforce Manufacturing Cloud and gain a competitive edge in the job market.

### Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q89-Q94):

#### NEW QUESTION # 89

A user wants to export Account Based Forecast data to use in their Demand Planning system. They want to use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. Which two actions will enable this process?

- A. Creating a report using a custom report type.
- B. Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.
- C. Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.
- D. Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.

**Answer: B,D**

Explanation:

Explanation

To export Account Based Forecast data to use in their Demand Planning system, the user can use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. To do this, the user can perform the following actions:

\* Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'. This report type allows the user to access the data from the AccountForecast and AccountProductPeriodForecast objects, which store the forecast metrics for each account and product combination.

\* Add the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.

This field shows the forecast quantity after applying any adjustments made by the sales team. The user can also add other fields, such as account name, product name, period name, or forecast set name, to the report as needed.

The user can then run the report and export the data to a CSV file or another format that can be used by their Demand Planning system.

References:

\* Create Holistic Forecasts with Advanced Account Forecasting > Use Advanced Account Forecasting Analytics for Manufacturing

> Create Reports and Dashboards for Advanced Account Forecasting

\* AccountForecast | Manufacturing Cloud Developer Guide

\* [AccountProductPeriodForecast | Manufacturing Cloud Developer Guide]

#### NEW QUESTION # 90

A custom metric for display on Agreement Terms is needed based on the business requirements. Custom fields and mappings are required between the custom fields of the Sales Agreement Product and Sales Agreement Product Schedule objects.

What should an administrator consider while designing for this requirement?

- A. Only number, formula, and value field types are available for mapping.
- **B. Only number, currency, and formula field types are available for mapping.**
- C. Only number, percent, and currency field types are available for mapping.

**Answer: B**

Explanation:

To create a custom metric for display on Agreement Terms, you need to create custom fields on the Sales Agreement Product and Sales Agreement Product Schedule objects, and map them using the Data.com Administration tool.

The custom fields must have the same data type as the default fields, and only number, currency, and formula field types are available for mapping.

Therefore, the correct answer is C.

Only number, currency, and formula field types are available for mapping.

Reference: Customize Salesforce Field Mappings, Create Custom Fields for Sales Agreement Products and Schedules

### NEW QUESTION # 91

Many of Universal Containers' management teams must travel to different production facilities as part of their regular work. They require access to features on their desktop and mobile devices to view and approve sales agreements.

What is an important consideration to keep in mind when preparing and conducting testing?

- A. Sales Agreement features are not available on mobile devices, but approvals can be done via email.
- B. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is required.
- **C. The Mobile User permission must be assigned to the test users.**

**Answer: C**

Explanation:

To test Manufacturing Cloud features on mobile devices, the test users need to have the Mobile User permission assigned to them. This permission enables them to access the Salesforce mobile app and use the features that are available on mobile, such as viewing and approving sales agreements<sup>1</sup>. Sales Agreement features are available on mobile devices, and approvals can be done via the mobile app or email<sup>2</sup>. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is not required, but it is recommended for better performance<sup>3</sup>. References: Automated Testing with the Salesforce Mobile App & Appium, Sales Agreement Management, Online Testing Cloud for Salesforce Websites

### NEW QUESTION # 92

An admin wants to create new custom metric on the Account product period forecast component . What need to be done to make the metric available on the Account forecast component?

- A. Create a custom of field on account forecast adjustment, Create a custom of field on account forecast adjustment period, map both of new fields in the account forecast setting page.
- B. Create a custom field on Account Forecast, create a custom of field on account product, map both of new fields in the account forecast setting page.
- **C. Create a custom of field on account product period forecast, , create a custom of field on account product forecast, map both of new fields in the account forecast setting page.**
- D. Create a custom of field on Sales agreement product, Create a custom of field on Sales agreement product period, map both of new fields in the Sales agreement setting page

**Answer: C**

Explanation:

Explanation

According to the Salesforce Manufacturing Cloud documentation, to create a new custom metric on the Account product period forecast component, you need to create a custom field on the Account Product Period Forecast object and another custom field on the Account Product Forecast object. Then, you need to map both of these fields in the Account Forecast setting page. This will allow you to add the custom metric to the Forecast tab of an account and track it along with the standard metrics<sup>1</sup>. References: 1: Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects

### NEW QUESTION # 93



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