

# Manufacturing-Cloud-Professional Latest Test Question | Exam Manufacturing-Cloud-Professional Collection

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## END TERM EXAMINATION

FIFTH SEMESTER [B.TECH] JANUARY 2024

Paper Code: ETEC-305	Subject: Microprocessors & Microcontrollers
Time: 3 Hours	Maximum Marks: 75

Note: Attempt five questions in all including Q.No.1 which is compulsory. Select one question from each unit.

Q1 a) Differentiate between microprocessor and microcontroller. [5x5=25]  
 b) Explain MOV, LDA, XTHL, STA, PUSH instructions.  
 c) Explain the terms- CISC, RISC, MIPS, BIOS, Clock.  
 d) What are the SFRs in 8051?  
 e) What are addressing modes? What is the significance of addressing modes?

**Unit-I**

Q2 a) Explain the timing diagram for IN 8011 instruction. [6,6,5]  
 b) Write an assembly language program for storing data in memory using indirect addressing mode.

Q3 Draw & explain Pin diagram of 8085 in detail. [12,5]

**Unit-II**

Q4 Explain the architecture of 8086 with the help of diagram. [12,5]

Q5 a) Explain the flag register of 8086 microprocessor? [12,5]  
 b) Describe how PUSH & POP instructions are executed in 8086. Also explain how they are different from 8085.

**Unit-III**

Q6 Write short note [5,5,2,5]  
 a) PPI (8255)  
 b) Programmable interval timer (8253/8254)  
 c) USART

Q7 a) Explain block diagram of Programmable Interrupt Controller. [6,6,5]  
 b) Explain operating modes of 8255.

**Unit-IV**

Q8 a) Explain register banks & bit addressable memory of 8051. [6,6,5]  
 b) Describe power control modes of 8051.

Q9 Explain architecture of 8051 in detail with proper diagram. [12,5]

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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q149-Q154):

### NEW QUESTION # 149

After selecting the manufacturing template in the community creation wizard, which tool can be used to customize in the site?

- A. Site Builder
- B. Process Builder
- C. Template Builder
- **D. Experience Builder**
- E. Partner Builder

**Answer: D**

### NEW QUESTION # 150

Before setting up Manufacturing Cloud, Universal Containers must complete certain prerequisites. One of the prerequisites is to set up Objects for Manufacturing.

Which objects must be set up for sales agreements?

- **A. Accounts, Contacts, Products, and Price Books**
- B. Accounts, Contacts, Products, Opportunities, and Price Books
- C. Accounts, Contacts, Products, Orders, and Price Books

**Answer: A**

### NEW QUESTION # 151

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%.

Where should the Account owner add the additional 5%?

- A. Update the Account Forecast to 10%.
- **B. Set 5% value in Account Growth.**
- C. Update the Market Growth to 10%.

**Answer: B**

Explanation:

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities.

The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of 10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast.

Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

### NEW QUESTION # 152

Which data load sequence should be followed when loading data into Sales agreement?

- **A. Sales Agreement Product schedule**
- **B. Sales Agreement**
- **C. Sales Agreement Product**

**Answer: A,B,C**

### NEW QUESTION # 153

Partner managers from Universal Containers (UC) are performing onsite visits to their distribution partners. During the visit they have a goal of getting partners to renew the terms of their sales agreements with UC. Leadership wants to understand how effective these in-person visits are in getting partners to renew. They would also like to standardize the tasks to be performed during these visits and report on this data in Salesforce. Which features should a Manufacturing Cloud consultant recommend to meet these requirements?

- A. Partner Visit Management, Advanced Account Forecasting, and CRM Analytics for Manufacturing
- B. Partner Visit Management, Experience Cloud, and Service Console for Manufacturing
- C. Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators

**Answer: C**

Explanation:

To meet the requirements of UC, a Manufacturing Cloud consultant should recommend the following features:

Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators. Partner Visit Management helps sales managers schedule visits to dealer and distributor locations, monitor performance, follow up on sales agreements, and capture key metrics<sup>1</sup>. Action Plans allow sales managers to create lists of tasks and associated assessment indicators that are commonly repeated across multiple visits<sup>2</sup>. Generic Visit Key Performance Indicators enable sales managers to compare the expected metrics versus the actual metrics for the key performance indicators they defined and then take necessary actions<sup>3</sup>. These features help UC to standardize the tasks to be performed during visits, understand how effective these visits are in getting partners to renew, and report on this data in Salesforce. The other features are not relevant for the given scenario. Advanced Account Forecasting is used to create holistic forecasts based on sales agreements, orders, opportunities, and account metrics<sup>4</sup>. CRM Analytics for Manufacturing is used to gain insights into sales performance, pipeline health, and customer satisfaction. Experience Cloud is used to create branded digital experiences for customers, partners, and employees. Service Console for Manufacturing is used to provide customer service and support across multiple channels. References: Partner Visit Management Workflow, Build Distributor Relationships with Partner Visit Management, Strengthen Relationships with Partners, Create Holistic Forecasts with Advanced Account Forecasting, [CRM Analytics for Manufacturing], [Experience Cloud], [Service Console for Manufacturing]

### NEW QUESTION # 154

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