

Manufacturing-Cloud-Professional Valid Exam Labs - New Manufacturing-Cloud-Professional Exam Guide

Salesforce Manufacturing-Cloud-Professional Manufacturing Cloud Accredited Professional Exam 2

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q59-Q64):

NEW QUESTION # 59
How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks against product margin targets
- B. It tracks account revenue growth against goals
- C. It tracks performance against account manager targets
- D. It tracks inventory utilization for a defined time frame
- E. It tracks product growth trends

Answer: B,C

NEW QUESTION # 60
Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Manufacturing Cloud license for external users
- B. External Apps
- C. Experience Cloud
- D. Visualforce pages
- E. Lightning Classic Apps

Answer: B,C

NEW QUESTION # 61
Universal container wants to enter a sales agreement for Widget A. Which three minimum data element required on sales agreement

- A. Account, Opp, Contracts
- B. Account, Product, Orders
- C. Account, Price book, Product
- D. Opp, Pricebook, Product

Answer: C

NEW QUESTION # 62
How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q75-Q80):

NEW QUESTION # 75

Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit?

- **A. Stepped**
- B. Aggregate
- C. Specified
- D. Elapsed

Answer: A

Explanation:

n: A stepped calculation method calculates a benefit structure based on the quantity of units sold within a specified range. For example, if you sell 150 units, and the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit, the total benefit is \$500. This is different from the other calculation methods, which are:

Specified: Calculates a benefit structure based on a fixed amount or percentage for each unit sold.

Elapsed: Calculates a benefit structure based on the time elapsed since the start of the sales agreement.

Aggregate: Calculates a benefit structure based on the total quantity of units sold across all products in the sales agreement.

References: What Is Manufacturing Cloud?, [Create a Benefit Structure for Sales Agreements]

NEW QUESTION # 76

Which two out-of-the-box Manufacturing Actions can be performed in Process Builder and Flow Builder?

- **A. Mass Update Account Forecast**
- B. Mass Archive Sales Agreement
- **C. Mass Update Sales Agreement**
- D. Clone Account Forecast
- E. Clone Sales Agreement

Answer: A,C

Explanation:

Explanation

Out-of-the-box Manufacturing Actions are predefined actions that you can use in Process Builder and Flow Builder to automate common tasks related to Manufacturing Cloud. There are two out-of-the-box Manufacturing Actions that can be performed in Process Builder and Flow Builder:

Mass Update Account Forecast: This action allows you to update multiple account forecasts at once based on specified criteria. You can use this action to change the status, target, or owner of account forecasts in bulk1.

Mass Update Sales Agreement: This action allows you to update multiple sales agreements at once based on specified criteria. You can use this action to change the status, owner, or period group of sales agreements in bulk2. References: Mass Update Account Forecasts, Mass Update Sales Agreements

NEW QUESTION # 77

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business. The actuals are updated directly from the orders.

In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

- **A. Accounts, Sales Agreements, Sales Agreements Schedules, Orders**

- B. Orders, Accounts, Sales Agreement, Sales Agreement Products
- C. Accounts, Sales Agreements, Sales Agreements Products, Orders

Answer: A

Explanation:

To migrate data from a legacy system to Manufacturing Cloud, the administrator should follow the recommended order of data import. This order ensures that the data dependencies and relationships are maintained and that the data integrity is preserved. The recommended order of data import is as follows1:

* Accounts: This is the first object to import, as it represents the customers and their details. Accounts are related to Sales Agreements and Orders, so they must be imported before them.

* Sales Agreements: This is the second object to import, as it represents the contractual agreements between the customers and the manufacturer. Sales Agreements are related to Sales Agreement Products and Sales Agreement Schedules, so they must be imported before them.

* Sales Agreement Products: This is the third object to import, as it represents the products that are included in the Sales Agreements. Sales Agreement Products are related to Sales Agreement Product

* Schedules, so they must be imported before them.

* Sales Agreement Product Schedules: This is the fourth object to import, as it represents the forecasted quantities and prices of the Sales Agreement Products over time. Sales Agreement Product Schedules are related to Orders, so they must be imported before them.

* Orders: This is the fifth and final object to import, as it represents the actual orders placed by the customers. Orders are related to Order Products, which are automatically created when the Orders are imported.

Therefore, the correct answer is B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders. References: Import Data into Manufacturing Cloud

NEW QUESTION # 78

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

Answer: A

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 # 79

Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

- A. Leverage my domain to set up a secure site for collaboration
- B. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration
- C. Leverage the salesforce site manufacturing cloud template to set up a secure site for collaboration
- D. Leverage the manufacturing experience cloud template to set up a secure site for collaboration

Answer: D

Explanation:

Manufacturing Cloud comes with a predefined manufacturing partner template that can help manufacturers collaborate efficiently with their channel partners on sales agreements, forecasts, leads, and opportunities. The manufacturing partner template is a responsive portal that provides partners with access to knowledge articles, dashboards, and reports. Partners can also update products, prices, quantities, and adjustments on sales agreements, as well as view and edit account forecasts. The manufacturing experience cloud template is built on Experience Cloud, which allows you to customize the site with branding, themes, components, and pages. You can also assign user permissions and roles for the site to control the access and visibility of your partners. References: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.com, Simplify Partner Engagement: A Guide for Manufacturers

NEW QUESTION # 80

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



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