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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q110-Q115):

### NEW QUESTION # 110

Which two options are available to integrate Oracle ERP orders data with Manufacturing Cloud?

- A. Use API integration with custom logic
- B. Use the ERP integration template
- C. Use an AppExchange ISV solution
- D. Use ANT Migration

**Answer: A,C**

Explanation:

Salesforce Manufacturing Cloud can be integrated with Oracle ERP orders data using two options:

Use an AppExchange ISV solution: This option allows you to leverage existing solutions from independent software vendors (ISVs) that are available on the Salesforce AppExchange platform. These solutions are designed to simplify and automate the integration process between Salesforce and Oracle ERP systems. Some examples of AppExchange ISV solutions are rSTAR, DBSync, and Jitterbit.

Use API integration with custom logic: This option allows you to use the Salesforce APIs and the Oracle ERP APIs to create custom logic for integrating the orders data between the two systems. You can use any programming language or tool that supports REST or SOAP web services to build the integration logic. You can also use the MuleSoft Accelerator for Manufacturing, which is a prebuilt integration solution that connects Salesforce Manufacturing Cloud with Oracle ERP Cloud1.

Reference:

ERP and Salesforce: Everything Manufacturers Need To Know

Integrate Salesforce.com with Oracle Integration Cloud

Oracle Cloud Using the Salesforce Adapter with Oracle Integration Cloud All About Integrating Oracle ERP and Salesforce CRM-rSTAR Technologies What Is Manufacturing Cloud? - Salesforce

### NEW QUESTION # 111

Universal Containers (UC) has created flows for its Manufacturing Cloud processes. UC is looking to make additional improvements, as all actions within its flows are currently custom-built.

What are some of the default automation actions that Manufacturing Cloud provides for flows and process builders?

- A. Update Account Manager Target Values, Refresh Actuals Calculations, Calculate Advanced Account Forecasts
- B. Recalculate Forecasts Actions, Update Account Manager Target Values, Send Forecast Summary Actions
- C. Calculate Advanced Account Forecasts, Recalculate Forecasts Actions, Recalculate Account Manager Targets

**Answer: A**

### NEW QUESTION # 112

Which two methods can be used to recalculate payouts after the payout period is closed?

- A. Recalculate account benefit charge
- B. Recalculate payouts due to changed benefits
- C. Renew payouts with benefit charges
- D. Receive payouts with charged benefits
- E. Recalculate payouts with no charge in benefits

**Answer: B,E**

### NEW QUESTION # 113

An account manager needs to analyze the business performance of several business units and wants to create a sales forecast based on customer accounts, products, and business units.

Which forecast solution provides the metrics the account manager is looking for?

- A. Account Manager Targets
- B. Account Forecasting
- **C. Advanced Account Forecasting**

**Answer: C**

Explanation:

The account manager looking to analyze business performance across various units and create a sales forecast based on customer accounts, products, and business units should use Advanced Account Forecasting. This solution generates baseline 360-degree forecasts considering opportunities, orders, sales agreements, historical orders, and other custom measures, providing a holistic view of business aspects .

### NEW QUESTION # 114

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

**Answer: B**

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 # 115

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