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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q87-Q92):

NEW QUESTION # 87
Which two statements are accurate when embedding the Manufacturing agreement Performance and Manufacturing Product Performance dashboards in lightning page?

- A. No filter required.
- B. Can embed in any manufacturing cloud page layout
- C. Can embed in sales agreement page layout only
- D. Must set Component height to 120

Answer: B,D

Explanation:
When embedding the Manufacturing Agreement Performance and Manufacturing Product Performance dashboards in a lightning page, it is recommended to set the dashboard's height to 120 pixels to ensure optimal display. Additionally, these dashboards can be embedded on any manufacturing cloud page layout without the need for setting up filters, offering flexibility in dashboard placement and enhancing user accessibility to critical performance data across various manufacturing cloud components .

NEW QUESTION # 88
What is the maximum number of products a sales agreement can have?

- A. 0
- B. 1
- C. 2
- D. 3

Answer: D

Explanation:
A sales agreement is a record that captures the terms and conditions of a long-term or run-rate business relationship between a manufacturer and a customer. It can include products, product categories, prices, volumes, schedules, and other details. A sales agreement can have a maximum of 1500 products or product categories and 72 schedules. Contact Salesforce support if you want to increase the limits. Note that having a large number of product or product categories and schedules can affect system performance1. References: Considerations for Working with Manufacturing

NEW QUESTION # 89
A customer is concerned about whether data for accounts, contacts, and products should be managed in Salesforce exclusively. What should a consultant recommend?

- A. Salesforce is the source of truth for accounts, contacts, and products and is exclusively mastered there.
- B. Accounts, contacts, and products are in Salesforce; the lifecycle of these are codependent with other systems like Enterprise Resource Planning (ERP) and Product Lifecycle Management (PLM).
- C. The ERP is the source of truth for accounts, contacts, and products. Salesforce will consume the data as read-only.

Answer: B

NEW QUESTION # 90
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. Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.
- B. Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.
- C. Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.
- D. Creating a report using a custom report type.

Answer: A,C

Explanation:
To export Account Based Forecast data, the user needs to add the fields that capture the forecasting quantity data, including any sales team adjustments. The 'Adjusted Forecast Quantity' field shows the forecast quantity after applying the adjustment percentage for each account product forecast. The 'Total Adjusted Forecasted Quantity' field shows the sum of the adjusted forecast quantity for all the account product forecasts in the same account forecast1. These fields are available in the standard report type of 'Account

Forecasts with Product Period Forecast', so there is no need to create a custom report type. References: What Is Manufacturing Cloud?, Create Holistic Forecasts with Advanced Account Forecasting

NEW QUESTION # 91
Manufacturing Cloud supports which two types of Experience Clouds?

- A. Customer
- B. Internal
- C. External Apps (+)
- D. Employee
- E. Partner

Answer: A,E

Explanation:
Manufacturing Cloud supports two types of Experience Clouds: Customer and Partner. Experience Cloud is a digital experience platform that enables you to create secure websites, portals, and apps with connected data.
Customer Experience Cloud allows you to build self-service portals, help centers, and storefronts for your customers, where they can access their account information, order products, manage cases, and more. Partner Experience Cloud allows you to build partner portals, channel management solutions, and microsites for your partners, where they can collaborate with you, manage leads and opportunities, access marketing campaigns, and more. Manufacturing Cloud also provides a standard Manufacturing Experience Cloud Template that includes two key functionalities: Sales Agreements and Account Based Forecasts. References: Experience Cloud | Salesforce DXP, What Is Experience Cloud?, Manufacturing Experience Cloud Template.

NEW QUESTION # 92

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