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Salesforce Manufacturing-Cloud-Professional (Manufacturing Cloud Accredited Professional) Exam is a certification program designed for professionals working in the manufacturing industry. Manufacturing-Cloud-Professional exam is designed to test your knowledge and skills in using Salesforce Manufacturing Cloud, which is a specialized CRM platform tailored to meet the unique needs of manufacturing companies. Manufacturing-Cloud-Professional exam is intended for professionals who are responsible for designing, implementing, and managing Salesforce Manufacturing Cloud solutions.

As a Manufacturing Cloud Accredited Professional, you will gain recognition for your expertise in this area, which can help you advance your career and increase your earning potential. You will also be able to contribute to your organization's success by helping them implement Manufacturing Cloud solutions that can improve their efficiency, reduce costs, and enhance customer satisfaction.

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q42-Q47):

NEW QUESTION # 42

The admin at badger power is trying to setup a Rebate type that is valid for transactions completed in January. Which option reflects by the admin?

- **A. Set up an eligibility criteria for this rebate type with activity Date >= Jan1 and <= Jan31**
- B. Use the effective date on Rebate Type
- C. Set Rebate type to active on Jan1 and inactive on Jan31
- D. Setup anew rebate program with that volume rebate type and a single payout period for Jan

Answer: A

Explanation:

The admin at badger power can set up an eligibility criteria for this rebate type with activity Date >= Jan1 and <= Jan31. This option allows the admin to specify the date range for which the rebate type applies to the transactions. The other options are either not possible or not sufficient to achieve the desired result. For example, setting up a new rebate program with a single payout period for Jan does not ensure that the rebate type is valid only for transactions completed in January. Setting the rebate type to active on Jan1 and inactive on Jan31 does not prevent the rebate type from being applied to transactions that occurred before or after January. Using the effective date on rebate type does not specify the end date for the rebate type validity. Reference: Eligible and Applied Rebate Types on a Transactional Object, Common Rebate Types

NEW QUESTION # 43

Which three options can be defined by an Admin in the Setup area in Account Manager Targets?

- A. Default Currency
- **B. Distribution Frequency**
- C. Price Book
- **D. Target Measure Type**
- **E. Team Member Hierarchy**

Answer: B,D,E

Explanation:

Account Manager Targets is a feature of Manufacturing Cloud that allows you to set up and manage sales goals and track performance for your account managers and their teams. To use this feature, you need to enable it in Setup and define some settings that affect how targets are created, assigned, and distributed. The three options that can be defined by an admin in the Setup area in Account Manager Targets are:

Target Measure Type: This is the unit of measurement for the targets, such as revenue, volume, or any custom measure. You can define up to three target measure types for your org and assign them to different target types. For example, you can have a target

type for revenue and another one for volume, and use different target measure types for each one.

Team Member Hierarchy: This is the hierarchy that determines how targets are rolled up from individual account managers to their managers and so on. You can use the standard User Role hierarchy or a custom hierarchy based on a custom object. The hierarchy affects how targets are distributed, aggregated, and reported.

Distribution Frequency: This is the frequency at which targets are distributed from parent targets to child targets. You can choose from monthly, quarterly, or yearly distribution. The distribution frequency affects how targets are calculated and displayed for different time periods.

NEW QUESTION # 44

When Using the Time Period filter on a sales agreement record page, Which options are available?

- A. Current Period
- B. Range
- C. Custom
- D. Set Periods
- E. Fiscal Year

Answer: A,B,D

Explanation:

Explanation

= The Time Period filter on a sales agreement record page allows you to view the sales agreement terms and schedules for different time periods. You can choose from three options: Range, Set Periods, and Current Period. Range lets you specify a start and end date for the filter. Set Periods lets you select up to eight periods from a list of predefined periods, such as quarters, months, or weeks. Current Period shows the current period based on the sales agreement's period type and start date. Custom and Fiscal Year are not available options for the Time Period filter. References: = Filter Sales Agreement Schedules by Time Period, Filter Sales Agreement Terms by Products or Categories

NEW QUESTION # 45

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

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

Answer: B,E

Explanation:

Explanation

Experience Cloud is a recommended option to collaborate with channel partners in Manufacturing Cloud because it allows you to create a responsive portal where your partners can access knowledge articles, collaborate on sales agreements and advanced account forecasts, and manage leads to improve sales and revenue. Partners can get visibility into sales agreement negotiations, share leads, work on forwarded opportunities, and view and update account forecasts. Experience Cloud also enables you to assign user permissions, customize the site branding and layout, and integrate with other Salesforce features and apps.

NEW QUESTION # 46

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer.

Each agreement contains Product A. Via manual API upload, a new order containing Product A comes in for the current quarter.

Which Sales Agreement will this new order be linked to?

- A. The Sales Agreement that was activated first will be linked to the order.
- B. The Sales Agreement can only be linked manually to the order.
- C. The Sales Agreement that was selected by custom logic will be linked to the order.
- D. The Sales Agreement that was activated last will be linked to the order.

Answer: C

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