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The Manufacturing Cloud is a powerful Salesforce tool that enables manufacturers to manage their sales and operations planning, inventory management, and shop floor operations. It provides a unified view of all the data related to manufacturing processes, helping manufacturers make informed decisions and optimize their operations. The Manufacturing Cloud Accredited Professional certification exam is designed to validate a professional's proficiency in this technology and their ability to leverage it to achieve business objectives.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q38-Q43):

NEW QUESTION # 38

Universal Containers (UC) is interested in using Manufacturing Cloud. During discovery, the business analyst identifies the following requirements:

1. UC needs the ability to set quantity and revenue targets at the manager level, and the manager needs the ability to distribute that across each member of their team and their team's accounts.
2. UC needs the ability to visualize the targets compared to the actual order amounts for the accounts with targets.
3. UC needs the ability to forecast its sales on a rolling 12-month basis using a combination of data from opportunities, long-term agreements, past orders, and market data that is uploaded periodically.

Which combination of Manufacturing Cloud features addresses the requirements above?

- **A. Account Manager Targets, Sales Agreements, Advanced Account Forecasting**
- B. Account Manager Targets, Account Based Forecasting, CRM Analytics for Manufacturing App
- C. Account Manager Targets, Advanced Account Forecasting, CRM Analytics for Manufacturing App

Answer: A

Explanation:

Account Manager Targets allow UC to set and track quantity and revenue targets at the manager level, and distribute them to their team members and accounts¹.

Sales Agreements allow UC to manage run-rate or long-term negotiated business with their customers, and track the order realization against the agreed terms¹.

Advanced Account Forecasting allow UC to forecast their sales on a rolling 12-month basis using data from opportunities, sales agreements, past orders, and market data¹.

CRM Analytics for Manufacturing App is a prebuilt app that provides insights into sales performance, account health, and customer satisfaction, but it does not address the requirements of UC².

Account Based Forecasting is a feature that allows UC to forecast their sales based on account hierarchy, but it does not use data from sales agreements or market data³.

What Is Manufacturing Cloud? - Salesforce

CRM Analytics for Manufacturing App - Salesforce

Account Based Forecasting - Salesforce

NEW QUESTION # 39

A Salesforce consultant built an integration that calls an external endpoint via an Apex callout. However, the callout is failing with the following error: "System.CalloutException: Unauthorized endpoint".

What should the consultant do to fix this error?

- A. Create a connected app for the external system.
- **B. Register the URL in Remote Site Settings.**

- C. Ensure that the integration user has the necessary permissions to perform the callout.

Answer: B

Explanation:

The error "System.CalloutException: Unauthorized endpoint" indicates that the external endpoint is not whitelisted in Salesforce. To allow Apex callouts to access an external endpoint, the administrator or the developer must register the URL in Remote Site Settings. This is a security feature that prevents unauthorized access to external resources from Apex code. Creating a connected app for the external system or ensuring that the integration user has the necessary permissions to perform the callout are not sufficient to fix this error, as they do not address the issue of whitelisting the endpoint^{1,2}. Reference: Apex Developer Guide: Making HTTP Callouts, Apex Developer Guide: Remote Site Settings

NEW QUESTION # 40

Where would a consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities be found?

- A. Contracts in Manufacturing Cloud
- B. Account Based Forecast in Manufacturing Cloud
- C. Rebate Management in Manufacturing Cloud
- D. Account Manager Targets in Manufacturing Cloud
- E. Sales Agreement in Manufacturing Cloud

Answer: E

Explanation:

Explanation

A sales agreement in Manufacturing Cloud represents a long-term agreement between a buyer and a seller to negotiate price and volume of products¹. It provides a consolidated view of all the terms of the agreement, including the duration, products, price, planned quantities, and actual quantities². A sales agreement can be created from an external source, such as a quote, opportunity, or custom object³. A sales agreement can also be used to create accurate account forecasts based on the planned and actual quantities⁴. References: Sales Agreements and Forecasting in Manufacturing Cloud, Get Started with Sales Agreements, Sales Agreement, Sales Agreement

NEW QUESTION # 41

What is the recommended way to calculate an Account Based Forecast for the next 13 months in the formula builder?

- A. Create 13 separate formulas.
- B. Create a two-part validation rule for periods 1-12 and period 13.
- C. Create an approval process for periods 1-12 and period 13.
- D. Create a two-part formula for periods 1-12 and period 13.
- E. Create separate formulas for periods 1-12 and period 13.

Answer: E

Explanation:

According to the Salesforce Manufacturing Cloud documentation, you can use the Formula Builder on the Account Forecasting page in Setup to create formulas for forecast calculations. You can define your own formulas for quantity and revenue based on sales agreements, orders, opportunities, and account metrics. You can create either a single formula for all periods, or multiple formulas for different period ranges. If the forecast display period is 12 months, you can create up to 12 formulas. However, if you want to calculate an account based forecast for the next 13 months, you need to create separate formulas for periods 1-12 and period 13, because the Formula Builder does not support more than 12 periods in a single formula. This way, you can ensure that the forecast calculations are accurate and consistent for each month. Reference: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

NEW QUESTION # 42

What is required before the Analytics for Manufacturing App can be created?

- A. At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.

- B. Refresh Sales Agreement(s) to be analyzed.
- C. Refresh Forecast(s) to be analyzed.
- D. At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.

Answer: A

Explanation:

The Analytics for Manufacturing App is a prebuilt app that includes dashboards to visualize and analyze data from various Manufacturing Cloud objects, such as sales agreements, account forecasts, account manager targets, and rebates. Before you can create the app, you need to ensure that your data meets some specific requirements, otherwise the app creation fails. One of the requirements is that at least one record must exist in each of the Manufacturing Cloud objects to be analyzed, such as Order, Sales Agreement, Account Forecast, and so on. This ensures that the app has some data to work with and can generate meaningful insights. The other requirements are related to record types, permissions, and field-level security¹. References: Data Required to Create the Analytics for Manufacturing App, Set Up Analytics for Manufacturing, Deploy CRM Analytics for Manufacturing.

NEW QUESTION # 43

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