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

NEW QUESTION # 38

Customer service reps would like to set up end-to-end service processes to manage the entire service operation lifecycle. Which tool should the consultant use to set up these processes?

- A. Service Automation Studio
- B. Manufacturing Cloud Studio
- C. Service Process Studio.

Answer: C

NEW QUESTION # 39

Which insights does a user get from Order Forecasting for Manufacturing CRMA app?

- A. Forecasted value, range of forecasts, and accuracy
- B. Forecasted value only for the specified time period
- C. Forecasted value only for the next 3 months

Answer: A

NEW QUESTION # 40

The Salesforce administrator at a small manufacturer of fasteners for the automobile industry is configuring Manufacturing Cloud. The sales operations manager wants accurate data so they can compare projected parts sales to actual orders. The manufacturer currently manages orders and contracts in an external system (SAP).

Which actuals calculation option should the administrator select to achieve the manager's request?

- A. Manually using API upload
- B. Automatically from orders through contracts
- C. Automatically from direct orders

Answer: A

Explanation:

For a manufacturer managing orders and contracts in an external system like SAP, the administrator should select the option to manually use API upload. This allows for the bulk upload of updated quantities at regular intervals through integration, which the Salesforce org picks up during a daily scheduled job to update sales agreements.

NEW QUESTION # 41

Universal Containers (UC) is implementing Advanced Account Forecasting for its national business. UC has three primary product materials it wants to forecast for each of its key distribution partners. Each of UC's individual products has one of these material attributes on its record, but UC doesn't need to see the product detail in its forecast.

What should the administrator do to meet these business requirements?

- A. Add custom Material dimension to Forecast Fact and Forecast Set. Update the DPE definitions to aggregate the data at the distribution partner level.
- B. Add custom Material dimension to Forecast Fact and Forecast Set. Clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics.
- C. Configure a custom Forecast Context. Create new DPE definitions from scratch.

Answer: B

Explanation:

To meet the business requirements of UC, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This will allow UC to group and filter the forecast data by the material attribute of the products. The administrator should also clone and use the standard DPE definitions to populate the new custom metrics for the Material dimension. The standard DPE definitions are templates that can be used to aggregate data from various sources, such as sales agreements, orders, opportunities, and custom objects. By cloning and using the standard DPE definitions, the administrator can save time and effort in creating the formulas and filters for the new custom metrics. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch, as these options are more complex and require more customization.

References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Dimensions and Period Groups, Streamline Forecast Calculations with Data Processing Engine Definitions

NEW QUESTION # 42

Which approach reduces the number of manual process steps and leverages automation technology to load the partner's Proof-of-Sale data required as supporting information for rebate claims?

- A. Expose the Proof-of-Sale object to the partner via the partner Experience Cloud site, allow the partner to create a new record and enter the required information, and then save the record. Enable a flow to route the record to a partner support agent to review the information and approve and reject each individual record with a rejection reason code. Partner will be able to fix any rejected record and resubmit it.
- **B. Configure an EDI Business to Business (B2B) integration to the partner's Enterprise Resource Planning (ERP) system using MuleSoft or other middleware to transfer the data from the partner's system to the Salesforce Utilize a flow to accept or reject individual records, and provide a response back to the partner using the same EDI B2B connection.**
- C. Enable the partner to upload scanned images of their customer invoices from the partner Experience Cloud and convert the images into text, which can then be loaded into the Salesforce standard Invoice object.

Answer: B

NEW QUESTION # 43

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