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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q104-Q109):

NEW QUESTION # 104

When discussing the business requirements for a Manufacturing Cloud implementation design, what is a consideration when analyzing data in existing third-party systems?

- A. Define current processes required by the business.
- B. Identify the capabilities of different data integration tools.
- C. Determine the system of record for each data category required by the business.

Answer: C

Explanation:

Explanation

When designing a Manufacturing Cloud implementation, it is important to consider the data sources and quality of the existing third-party systems that will be integrated with Manufacturing Cloud. One of the key considerations is to determine the system of record for each data category required by the business, such as customer information, product data, order history, inventory levels, and so on. The system of record is the authoritative source of data that is trusted and maintained by the business. By identifying the system of record for each data category, you can ensure data consistency, accuracy, and integrity across the integrated systems.

You can also avoid data duplication, conflicts, and errors that may arise from having multiple sources of data for the same category.

References: What Is Manufacturing Cloud?, Data Integration

NEW QUESTION # 105

Badger Power wants to have a complete picture of both their run-rate and net-new business.

Which two Manufacturing Cloud functions should be configured?

- A. Opportunity Funnel
- B. Collaborative Forecast
- C. Sales Agreements
- D. Account Based Forecasting
- E. Product Forecast

Answer: C,D

Explanation:

Account Based Forecasting and Sales Agreements are two Manufacturing Cloud functions that should be configured to have a complete picture of both run-rate and net-new business. Account Based Forecasting allows you to forecast your sales revenue based on the account level, rather than the opportunity level. This gives you more visibility into the demand from your existing customers, as well as the potential from new customers. Sales Agreements allow you to manage the sales lifecycle of your long-term contracts with customers, including pricing, volumes, and order realization. This helps you to track and fulfill your run-rate business, as well as to identify and capture new business opportunities within your agreements. Reference: Forecast Your Run-Rate and New Business with Account-Based Forecasting - Salesforce Help, [Create and Work with Sales Agreements - Salesforce Help]

NEW QUESTION # 106

An organization does not have Account Forecasting Model set up. Based on the analysis it has done, the organization has agreed to set up Account Forecasting from 1 Jan 2024 for a period of 18 months. The current period is Feb 2024.

Which values will need to be set up for the start period?

- A. 0
- **B. 1**
- C. 2
- D. 18
- E. 2

Answer: B

Explanation:

Explanation

The start period is the number of periods before the current period that the forecast should include. In this case, the current period is Feb 2024, and the organization wants to start forecasting from Jan 2024, which is one period before. Therefore, the start period value should be 2. References: Advanced Account Forecasting with Manufacturing Cloud, Set Up Dimensions and Period Groups

NEW QUESTION # 107

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

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

Answer: D,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 # 108

Which two options can be used to populate a custom metric so that it shows on forecast grid?

- A. Implement an apex trigger on Account Product period Forecast (APPF)
- **B. Implement a record trigger flow on Account Product Forecast (APF)**
- **C. Implement a record trigger on Account Product period Forecast (APPF)**
- D. Implement an apex trigger on Account Product Forecast (APF)
- E. Used to recalculate all forecast button on the account forecast settings page

Answer: B,C

Explanation:

* To populate a custom metric so that it shows on the forecast grid, you can use either of the following

* options:

* Implement a record trigger flow on Account Product Forecast (APF): A record trigger flow is a type of Salesforce Flow that runs when a record is created, updated, or deleted. You can use a record trigger flow to update the custom metric field on the APF object based on some logic or formula. The APF object stores the forecast data for each account and product combination. The custom metric field must be added to the APF object as a custom field. For example, you can create a record trigger flow that calculates the profit margin as a custom metric by dividing the revenue by the cost for each APF record1.

* Implement a record trigger on Account Product Period Forecast (APPF): A record trigger is a type of Apex trigger that runs when a record is inserted, updated, deleted, or undeleted. You can use a record trigger to update the custom metric field on the APPF object based on some logic or formula. The APPF object stores the forecast data for each account, product, and period combination. The custom metric field must be added to the APPF object as a custom field. For example, you can create a record trigger that calculates the average revenue per unit as a custom metric by dividing the revenue by the quantity for each APPF

record2.

* The other options are not valid methods to populate a custom metric for the forecast grid.

* Implementing an apex trigger on APF or APPF will not work because apex triggers cannot update the same object that triggered them. This will cause a recursive loop and throw an error3.

* Using the recalculate all forecast button on the account forecast settings page will not work because this button only recalculates the existing metrics based on the account forecast calculation settings. It does not populate any custom metrics that are not part of the calculation settings4. References: 1: Create a Record-Triggered Flow | Salesforce Help 2: Triggers | Apex Developer Guide | Salesforce Developers 3: Apex Trigger Best Practices and the Trigger Framework - Salesforce Developers Blog 4: Recalculate All Forecasts | Salesforce Help

NEW QUESTION # 109

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