

# Manufacturing-Cloud-Professional최고덤프샘플최신시험최신덤프

- 다.
- 높은 통과율 Professional-Cloud-Security-Engineer완벽한덤프문제자료 시험패스의 강력한 무기  
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>> Manufacturing-Cloud-Professional최고덤프샘플 <<

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## 최신 Accredited Professional Manufacturing-Cloud-Professional 무료샘플문제 (Q118-Q123):

### 질문 # 118

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business. The actuals are updated directly from the orders.

In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

- A. Accounts, Sales Agreements, Sales Agreements Products, Orders
- B. Orders, Accounts, Sales Agreement, Sales Agreement Products
- C. Accounts, Sales Agreements, Sales Agreements Schedules, Orders

정답: C

### 설명:

To migrate data from a legacy system to Manufacturing Cloud, the administrator should follow the recommended order of data import. This order ensures that the data dependencies and relationships are maintained and that the data integrity is preserved. The recommended order of data import is as follows1:

\* Accounts: This is the first object to import, as it represents the customers and their details. Accounts are related to Sales Agreements and Orders, so they must be imported before them.

\* Sales Agreements: This is the second object to import, as it represents the contractual agreements between the customers and the manufacturer. Sales Agreements are related to Sales Agreement Products and Sales Agreement Schedules, so they must be imported before them.

\* Sales Agreement Products: This is the third object to import, as it represents the products that are included in the Sales Agreements. Sales Agreement Products are related to Sales Agreement Product

\* Schedules, so they must be imported before them.

\* Sales Agreement Product Schedules: This is the fourth object to import, as it represents the forecasted quantities and prices of the Sales Agreement Products over time. Sales Agreement Product Schedules are related to Orders, so they must be imported before them.

\* Orders: This is the fifth and final object to import, as it represents the actual orders placed by the customers. Orders are related to Order Products, which are automatically created when the Orders are imported.

Therefore, the correct answer is B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders. References: Import Data into Manufacturing Cloud

### 질문 # 119

When loading data into Salesforce Manufacturing Cloud, following a specific order of operations is crucial to ensure data integrity and avoid errors.

Which option represents the correct order of operations for loading data into Manufacturing Cloud?

- A. Load Accounts, Sales Agreements, and Orders first followed by Contacts and, finally, Products.
- B. Load Accounts, Contacts, and Products first, followed by Sales Agreements and, finally, Orders.
- C. Load Products, Accounts, and Contacts first, followed by Orders and, finally, Sales Agreements.

정답: B

### 설명:

To load data into Manufacturing Cloud, you need to follow a specific order of operations to ensure data integrity and avoid errors1. The order of operations is based on the dependencies and relationships between the objects in Manufacturing Cloud1.

The recommended order of operations is as follows1:

Load Accounts, Contacts, and Products first, as they are the base objects that other objects depend on.

Load Sales Agreements next, as they reference Accounts, Contacts, and Products, and are used to track run-rate or long-term

negotiated business.

Load Orders last, as they reference Sales Agreements, Accounts, Contacts, and Products, and are used to track actual business transactions.

The other options are incorrect because they do not follow the recommended order of operations and may cause data integrity issues or errors.

Reference:

Load Data into Manufacturing Cloud - Salesforce

### 질문 # 120

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

**정답: B**

**설명:**

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 accounts<sup>1</sup>.

Sales Agreements allow UC to manage run-rate or long-term negotiated business with their customers, and track the order realization against the agreed terms<sup>1</sup>.

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 data<sup>1</sup>.

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 UC<sup>2</sup>.

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 data<sup>3</sup>.

What Is Manufacturing Cloud? - Salesforce

CRM Analytics for Manufacturing App - Salesforce

Account Based Forecasting - Salesforce

### 질문 # 121

Universal Containers (UC) has created flows for its Manufacturing Cloud processes. UC is looking to make additional improvements, as all actions within its flows are currently custom-built.

What are some of the default automation actions that Manufacturing Cloud provides for flows and process builders?

- A. Recalculate Forecasts Actions, Update Account Manager Target Values, Send Forecast Summary Actions
- B. Update Account Manager Target Values, Refresh Actuals Calculations, Calculate Advanced Account Forecasts
- **C. Calculate Advanced Account Forecasts, Recalculate Forecasts Actions, Recalculate Account Manager Targets**

**정답: C**

**설명:**

Explanation

Manufacturing Cloud provides some default automation actions that can be used in flows and process builders to streamline the manufacturing processes. These actions are:

Calculate Advanced Account Forecasts: This action calculates the account forecast values based on the sales agreement lines and opportunity line items associated with the account. It also updates the account forecast records with the calculated values.

Recalculate Forecasts Actions: This action recalculates the forecast values based on the changes in the sales agreement lines and opportunity line items. It also updates the forecast records with the recalculated values.

Recalculate Account Manager Targets: This action recalculates the account manager target values based on the changes in the sales

agreement lines and opportunity line items. It also updates the account manager target records with the recalculated values.  
References: Manufacturing Cloud Automation Actions, Manufacturing Cloud Data Model

### 질문 # 122

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.

정답: B

### 질문 # 123

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DumpTOP에서 Salesforce Manufacturing-Cloud-Professional 덤프를 다운받아 공부하시면 가장 적은 시간만 투자해도 Salesforce Manufacturing-Cloud-Professional 시험패스하실 수 있습니다. DumpTOP에서 Salesforce Manufacturing-Cloud-Professional 시험덤프를 구입하시면 완벽한 구매 후 서비스를 제공해드립니다. Salesforce Manufacturing-Cloud-Professional 덤프가 업데이트되면 업데이트된 최신버전을 무료로 제공해드립니다. 시험에서 불합격성적표를 받으시면 덤프구매시 지불한 덤프비용은 환불해드립니다.

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