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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q139-Q144):

NEW QUESTION # 139

Which dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts?

- **A. Accounts Health**
- B. White Space Analysis
- C. Sales Agreement Insights
- D. Customers Health
- E. Account Insights

Answer: A

Explanation:

The Accounts Health dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts. Revenue realization is the actual revenue as a percentage of planned revenue. Length of relationship is the duration between today and the start date of the first sales agreement with an account. Customer lifetime value is the total of revenue generated to date and revenue anticipated from the account. These metrics help the user to assess the performance and potential of each account and identify opportunities for growth or retention. References: Calculate Key Performance Indicators Using CRM Analytics, Calculating Customer Lifetime Value (CLV) With Salesforce, How to calculate customer lifetime value

NEW QUESTION # 140

Universal Containers (UC) wants to implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division. UC would like to see stock parts on a rolling monthly basis, with forecasted revenue and quantity. Engineered-to-order parts are ordered less frequently, so UC would like to see these on a rolling quarterly basis but with the same two metrics. What should a Manufacturing Cloud consultant recommend for configuring forecasting?

- A. Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.
- B. Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.
- **C. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.**

Answer: C

Explanation:

* To configure forecasting in Manufacturing Cloud, UC needs to create and configure forecast sets, which are the primary building blocks for generating forecasts¹.

* A forecast set contains information such as the forecast period, the forecast fact object, the forecast frequencies, the data processing engine definitions, the forecast dimensions, and the forecast measures¹.

* UC has two different divisions with different forecasting needs, so they need to create two forecast sets, one for each division².

* Each forecast set needs to have a different period group, which defines the time periods for forecasting. For the stock parts division, UC needs a monthly period group, and for the engineered-to-order parts division, UC needs a quarterly period group².

* Each forecast set also needs to have two forecast metrics, which are the measures that UC wants to forecast. In this case, UC wants to forecast revenue and quantity for both divisions².

* The other options are incorrect because they do not match the requirements of UC. Option B would create only one forecast set, which would not allow UC to differentiate between the two divisions.

Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.

References:

* Create and Configure Forecast Sets - Salesforce

* Configure Forecast Sets Unit | Salesforce Trailhead

NEW QUESTION # 141

Which Manufacturing Intelligence dashboard should a consultant use to identify products that could upsell and cross-sell across all accounts for the next quarter?

- A. Pricing Insights
- B. Team Targets
- C. **Whitespace Analysis**

Answer: C

NEW QUESTION # 142

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

- A. **Account Based Forecasts**
- B. Account Manager Targets
- C. Rebate Management
- D. **Sales Agreements**

Answer: A,D

Explanation:

Sales Agreements are a core functionality of Manufacturing Cloud for Sales, which allows manufacturers to manage their long-term negotiated business with customers and distributors. Sales Agreements capture the pricing, volumes, and order realization data of run-rate business, and enable accurate forecasting and demand planning¹.

Account Based Forecasts are another key functionality of Manufacturing Cloud for Sales, which allows manufacturers to align sales and operations teams with a common view of the market demand. Account Based Forecasts enable strategic planning and precise input into the sales and operations planning process with operational forecast flexibility by any dimension¹. References:

1: The CRM Analytics for Manufacturing Template - Salesforce

NEW QUESTION # 143

Which dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts?

- A. Accounts Health
- B. White Space Analysis
- C. Sales Agreement Insights
- D. **Customers Health**
- E. Account Insights

Answer: D

Explanation:

Explanation

Customers Health dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts. Customers Health dashboard is part of the Actionable Relationship Center (ARC) feature in Manufacturing Cloud, which provides a 360-degree view of customer health and engagement. Customers Health dashboard shows key metrics such as revenue realization rate, average length of relationship, average customer lifetime value, and customer churn rate. It also allows the user to filter the accounts by various dimensions, such as industry, region, product family, and account owner. Customers Health dashboard helps the user to identify the most valuable and loyal customers, as well as the customers who are at risk of attrition or dissatisfaction. References:

* Actionable Relationship Center, Salesforce Help Docs

* Customers Health Dashboard, Salesforce Help Docs

* Calculating Customer Lifetime Value (CLV) With Salesforce, Salesforce Ben Blog

* Data Cloud for Marketing, Salesforce Website

NEW QUESTION # 144

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