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The Manufacturing Cloud Accredited Professional certification exam covers a range of topics, such as sales forecasting, demand planning, inventory management, and supply chain collaboration. Manufacturing-Cloud-Professional Exam also includes questions on how to configure and customize Salesforce Manufacturing Cloud to meet the specific needs of a manufacturing organization. Candidates who pass this certification exam will have demonstrated their ability to use Salesforce Manufacturing Cloud to optimize business processes, improve collaboration, and drive growth in the manufacturing industry.

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Manufacturing Cloud Accredited Professional Exam

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q37-Q42):

NEW QUESTION # 37

When a target is changed in account manager targets, which action must be taken to reflect this change to account manager assignment values?

Answer:

Explanation:

Propagate to assignments

NEW QUESTION # 38

Universal Containers just went live with Manufacturing Cloud. The administrator has been tasked with uploading sales agreement data into the system.

In which order does the administrator need to approach this task for a complete and accurate representation of sales transactions?

- A. Insert Sales Agreements, Insert Sales Agreement Products, Update Sales Agreement Product Schedule
- **B. Insert Sales Agreements, Insert Sales Agreement Products, Insert Sales Agreement Product Schedule**
- C. Update Sales Agreements, Update Sales Agreement Products, Update Sales Agreement Product Schedule

Answer: B

Explanation:

To upload sales agreement data into the system, the administrator needs to follow these steps in order:

Insert Sales Agreements: This creates the sales agreement records with the basic information such as account, contact, start date, end date, and status.

Insert Sales Agreement Products: This adds the products that are part of the sales agreement, along with the planned quantity and revenue for each product.

Insert Sales Agreement Product Schedule: This specifies the schedule for each product, such as the frequency, start date, end date, and quantity for each period.

The other options are not correct because they involve updating the sales agreement data instead of inserting it. Updating the data requires the data to be already present in the system, which is not the case for a new implementation. Also, updating the sales agreement product schedule is not necessary if the schedule is inserted correctly in the first place. Reference: SalesAgreement | Manufacturing Cloud Developer Guide, SalesAgreementProduct | Manufacturing Cloud Developer Guide, SalesAgreementProductSchedule | Manufacturing Cloud Developer Guide, Import Data into Manufacturing Cloud

NEW QUESTION # 39

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

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

Answer: A,C

Explanation:

Explanation

Sales Agreements is a feature that allows businesses to set up automated agreements between themselves and their customers.

Account Based Forecasts allows businesses to forecast their run-rate and net-new business by analyzing historical data and trends. Both of these features are available in the standard Manufacturing Experience Cloud Template.

NEW QUESTION # 40

Universal Containers (UC) has been in the manufacturing industry for many years. The industry has become much more volatile over the years. UC is looking to implement Manufacturing Cloud to manage this volatility.

Which specific business challenge does the implementation of Manufacturing Cloud tackle?

- A. Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders
- B. Connecting to potential buyers and predicting the likelihood of a sale
- C. Connecting stakeholders and assets for real-time collaboration in the field

Answer: A

Explanation:

Manufacturing Cloud is a solution that enables manufacturers to align their sales and operations teams, improve account-based forecasting, and drive business outcomes. One of the main challenges that Manufacturing Cloud addresses is the volatility of the manufacturing industry, which makes it difficult to plan and execute production and distribution efficiently. By gaining visibility into the entire value chain, manufacturers can improve their forecast accuracy, collaborate with their stakeholders, and respond to changing customer needs and market conditions. Reference: What Is Manufacturing Cloud?, Inside Salesforce's New Trends in Manufacturing Report

NEW QUESTION # 41

Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

- A. Multiple by
- B. Increase by
- C. Update with
- D. Decrease by
- E. Replace with

Answer: B,D,E

Explanation:

Explanation

The mass update feature allows the user to update multiple values of a single metric of a sales agreement terms tab at once. This can save time and effort when making changes to the sales agreement performance or forecast data. The user can select one or more periods and one metric, and then choose one of the following actions to apply to the selected values:

Replace with: This action replaces the selected values with a new value that the user enters. For example, the user can replace the forecast quantity of 100 units with 120 units for the selected periods.

Decrease by: This action decreases the selected values by a percentage or an absolute amount that the user enters. For example, the user can decrease the forecast quantity by 10% or by 20 units for the selected periods.

Increase by: This action increases the selected values by a percentage or an absolute amount that the user enters. For example, the user can increase the forecast quantity by 15% or by 30 units for the selected periods. The other options are not valid actions for the massupdate feature. There is no action called Update with or Multiple by in the mass update feature. The user can only use the actions that are available in the dropdown menu of the mass update feature. References: [Mass Update Multiple Values of a Single Metric], [Sales Agreement Term Fields]

NEW QUESTION # 42

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