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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q67-Q72):

NEW QUESTION # 67

Which two options are available to integrate Oracle ERP orders data with Manufacturing Cloud?

- A. Use API integration with custom logic
- B. Use an AppExchange ISV solution
- C. Use the ERP integration template
- D. Use ANT Migration

Answer: A,B

Explanation:

Explanation

To integrate Oracle ERP orders data with Manufacturing Cloud, you can use an AppExchange ISV solution or use API integration with custom logic. An AppExchange ISV solution is a third-party application that is certified by Salesforce and can be installed from the AppExchange marketplace. API integration with custom logic is a custom development approach that uses the Salesforce APIs to connect with Oracle ERP and implement the business logic for data synchronization. References:

AppExchange ISV Solutions

API Integration with Custom Logic

NEW QUESTION # 68

How does Salesforce Manufacturing Cloud help businesses monitor and evaluate system performance against their business process flows while identifying deviations or areas of improvement?

- A. By providing real-time analytics for manufacturing performance metrics
- B. With built-in demand forecasting and inventory tracking features
- C. Through Seamless integration with Enterprise Resource Planning (ERP) and Inventory systems

Answer: A

NEW QUESTION # 69

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- A. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type = Other, on the Account Manager object
- B. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object
- C. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object
- D. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object

Answer: C

Explanation:

: The Account Manager Target object represents a target created by an account manager for a fiscal year, measure, and target value1. To measure the account managers on a CSAT target, the admin should add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object. This way, the account managers can create and assign targets for the CSAT measure to their direct reports2. The other options are incorrect because they either use the wrong object, field, or value for the CSAT target. Reference: Create and Assign Targets, Set Up and Configure Account Manager Targets, Discuss Salesforce Manufacturing-Cloud-Professional Exam Topic 1 Question 19, Manufacturing Cloud Developer Guide

NEW QUESTION # 70

When is an appropriate time to generate the detailed technical design document when implementing Manufacturing Cloud?

- A. The detailed technical design document is completed after the business requirement document has been generated.
- B. The detailed technical design document should be completed after an organization goes live with Manufacturing Cloud.
- C. The detailed technical design document should be ready before engaging the business users to gather requirements.

Answer: A

Explanation:

Explanation

The detailed technical design document is a document that describes the technical specifications and requirements for implementing Manufacturing Cloud. It is based on the business requirement document, which is a document that captures the business needs and goals of the customer. The detailed technical design document is completed after the business requirement document has been generated, because it requires a clear understanding of the customer's business processes, pain points, and desired outcomes. The detailed technical design document should include the following information:

The scope and objectives of the project

The data model and architecture of Manufacturing Cloud

The integration strategy and design with other systems

The customization and configuration of Manufacturing Cloud features and functionality The security and access control requirements

The testing and deployment plan The change management and training plan References:

What Is Manufacturing Cloud?

Manufacturing Cloud Implementation Guide

NEW QUESTION # 71

An Admin is creating an app from the Analytics for manufacturing template in Tableau CRM for Manufacturing. Which Rebate Management object supports custom fields for rebate program(s) analysis?

- A. Program Rebate Type
- B. Rebate Member Product Aggregate
- C. Rebate Program
- **D. Program Rebate Type Benefit**

Answer: D

Explanation:

Explanation

The Program Rebate Type Benefit object supports custom fields for rebate program(s) analysis in Tableau CRM for Manufacturing. This object stores the benefit tiers for each rebate type in a rebate program. You can create custom fields on this object to capture additional criteria or attributes for the benefits, such as product category, region, or industry segment. You can then use these custom fields to filter, group, or aggregate the rebate data in the Analytics for manufacturing app1. References: Rebate Management Standard Objects

NEW QUESTION # 72

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