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Salesforce Manufacturing-Cloud-Professional (Manufacturing Cloud Accredited Professional) Certification Exam is a highly sought-after certification for professionals working in the manufacturing industry. Manufacturing Cloud Accredited Professional Exam certification is designed to validate the skills and expertise of professionals in using Salesforce Manufacturing Cloud. The Manufacturing Cloud platform enables manufacturers to gain full visibility and control over their production processes, supply chain, and customer interactions, which are essential for improving efficiency, reducing costs, and increasing revenue.

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The Manufacturing Cloud Professional certification exam is designed to test the candidate's knowledge and understanding of Salesforce Manufacturing Cloud solutions. Manufacturing-Cloud-Professional Exam covers various topics such as data modeling, data management, forecasting, planning, and scheduling, and production management. Manufacturing-Cloud-Professional exam is designed to test the candidate's ability to design, implement, and manage manufacturing cloud solutions effectively.

To prepare for the exam, Salesforce offers various resources, such as online courses, study guides, and practice exams. You can also join the Salesforce Trailblazer community and connect with other professionals who are also preparing for the exam. Additionally, Salesforce provides hands-on experience through their Trailhead platform, which offers interactive simulations and exercises to help you master the concepts covered in the exam.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q143-Q148):

NEW QUESTION # 143

What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

- A. It includes custom metrics in the transaction journal
- B. Delete, add, clone and transform journal transactions.
- C. **Query, extract, filter and aggregate journal transactions**
- D. It applies the benefit structure and creates payouts

Answer: C

Explanation:

Data Processing Engine (DPE) is a feature of Rebate Management that allows you to transform data that is available in your Salesforce org and write back the transformation results as new or updated records. You can use DPE to process data for standard and custom objects. Rebate Management has DPE templates that you can clone and customize to suit your business needs. The templates either help you to aggregate transactions by different criteria, or help you to manage other rebate processes. The out-of-the-box DPE jobs in Rebate Management use the templates to query, extract, filter and aggregate journal transactions based on the eligibility criteria and calculation definitions of the rebate types. The aggregated data is then stored in the Rebate Member Product Aggregate object, which is used to calculate the payouts for the program members. References: Data Processing Engine in Rebate Management | Salesforce Trailhead Module, Data Processing Engine Templates with Rebate Management - Salesforce, Data Processing Engine | Rebate Management Developer Guide | Salesforce Developers, Data Processing Engine, Batch Management, and Invocable Actions | Rebate Management Developer Guide | Salesforce Developers

NEW QUESTION # 144

A manufacturing company makes parts designed to go into finished goods (like a cell phone). However, the company sells to distributors and contract manufacturers who make the phone for the phone brand company.

The manufacturing company is not the only approved supplier of the part.

Which feature of Manufacturing Cloud should the manufacturing company utilize to help with future opportunity planning?

- A. Use Advanced Forecasting to set the plan by part for each of the phone brands and align orders by part number to the forecast with the orders.
- B. Use Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.
- C. **Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.**

Answer: C

Explanation:

Explanation

Program Based Business is a feature of Manufacturing Cloud that allows you to track and manage the demand from your end customers (such as phone brands) and the supply from your channel partners (such as distributors or contract manufacturers). You can create programs for each end customer and associate them with sales agreements or opportunities. You can also assign program lines to each product or part that you sell to the end customer and specify the expected quantity and revenue. Program Based Business helps you to forecast the demand from the end customer and compare it with the actual orders from the channel partners. You can also monitor the performance of your channel partners and identify any gaps or risks in fulfilling the end customer demand. References: [Program Based Business Overview], [Create Programs]

NEW QUESTION # 145

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating actuals against account manager targets?

- A. Opportunity Owner
- B. **Order Owner**
- C. Other User
- D. Account Owner

- E. Custom Lookup Field for a user on Account.

Answer: B,C,D

Explanation:

The Opportunity Owner, Order Owner, and Account Owner are the user types that can be selected in the Tableau CRM configuration wizard to receive credit for an order when calculating actuals against account manager targets. These user types are linked to the opportunity, order and account respectively, and are likely to be the users responsible for the sales transaction.

Reference: https://help.salesforce.com/articleView?id=tableau_crm_config_wizard.htm&type=5

NEW QUESTION # 146

A client has provided a list of unstructured, unprioritized requirements. What should a consultant do to advance to the next step of the project?

- A. Write a Solution Design Document detailing the required technical solution to answer the list of requirements.
- B. Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.
- **C. Prepare a template with the requirements and their associated priority, and work with the client to evaluate each item.**

Answer: C

Explanation:

Explanation

A list of unstructured, unprioritized requirements is not sufficient to proceed to the next step of the project, which is the solution design. The consultant needs to work with the client to structure, prioritize, and validate the requirements, and to align them with the business objectives and the Manufacturing Cloud capabilities. A possible approach is to prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. The priority can be based on factors such as the business value, the urgency, the complexity, the dependency, and the risk of each requirement. The template can also include other information, such as the scope, the acceptance criteria, the assumptions, and the dependencies of each requirement. By using this approach, the consultant can ensure that the requirements are clear, complete, and feasible, and that they reflect the client's needs and expectations. References: [Salesforce Manufacturing Cloud Implementation Guide], [Gather Requirements]

NEW QUESTION # 147

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. Calculate Advanced Account Forecasts, Recalculate Forecasts Actions, Recalculate Account Manager Targets**
- C. Update Account Manager Target Values, Refresh Actuals Calculations, Calculate Advanced Account Forecasts

Answer: B

Explanation:

Explanation

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

Calculate Advanced Account Forecasts: This action calculates the forecast values for the advanced account forecast records based on the forecast set, forecast type, and time period. It can be used to generate forecasts for product categories or key revenue measures.

Recalculate Forecasts Actions: This action recalculates the forecast values for the account forecast records based on the forecast set, forecast type, and time period. It can be used to update forecasts for run-rate or new business.

Recalculate Account Manager Targets: This action recalculates the target values for the account manager target records based on the forecast set, forecast type, and time period. It can be used to update targets for account managers based on their assigned accounts and products.

The other options are not default automation actions provided by Manufacturing Cloud. They are either custom actions or features that require manual configuration. References: 1: Flow Builder and Process Builder Actions for Manufacturing Cloud2

NEW QUESTION # 148

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