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Salesforce Manufacturing Cloud Professional exam is a certification program designed for professionals who want to expand their knowledge and skills in the manufacturing industry. Manufacturing-Cloud-Professional exam is specifically designed to evaluate the competency of individuals in understanding and implementing Manufacturing Cloud solutions. Manufacturing-Cloud-Professional Exam is intended for professionals who work in the manufacturing industry, including sales and marketing teams, operations and supply chain managers, and customer service representatives.

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Salesforce Manufacturing-Cloud-Professional Certification Exam is suitable for professionals from different backgrounds, including project managers, system administrators, and developers. The credential is ideal for individuals who work in the manufacturing industry or those who want to specialize in Salesforce Manufacturing Cloud.

The Manufacturing Cloud Accredited Professional Exam is ideal for individuals who work in manufacturing sales, operations, supply chain management, and customer service. Manufacturing Cloud Accredited Professional Exam certification program is designed to help professionals become proficient in the use of the Manufacturing Cloud platform, enabling them to leverage the platform's features and functionalities to streamline their operations and boost their productivity. Manufacturing Cloud Accredited Professional Exam certification also helps individuals demonstrate their expertise in the use of Salesforce technologies, increasing their credibility in the industry.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q86-Q91):

NEW QUESTION # 86

What would prohibit an administrator from creating and sharing the Advanced Account Forecasting Analytics for Manufacturing app?

- A. Orders are not enabled.
- B. **Account Forecasting is not enabled.**
- C. Sales Agreements is not enabled.

Answer: B

Explanation:

Explanation

Account Forecasting is a prerequisite feature for using the Advanced Account Forecasting Analytics for Manufacturing app. This app allows users to create holistic forecasts across multiple dimensions and horizons, and analyze their forecast data using dashboards. To enable Account Forecasting, users need to have the Manufacturing Cloud permission set license and the Manufacturing Cloud permission set assigned to them.

The other options are not relevant for this requirement. Sales Agreements and Orders are not required for creating and sharing the app, although they can be used as data sources for the forecasts. References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Users and Permissions for Manufacturing Cloud, Use Advanced Account Forecasting Analytics for Manufacturing

NEW QUESTION # 87

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. **Prepare a template with the requirements and their associated priority, and work with the client to evaluate each item.**
- C. Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.

Answer: B

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 # 88

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

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

Answer: C

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 # 89

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 # 90

Many of Universal Containers' management teams must travel to different production facilities as part of their regular work. They require access to features on their desktop and mobile devices to view and approve sales agreements.

What is an important consideration to keep in mind when preparing and conducting testing?

- A. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is required.
- **B. The Mobile User permission must be assigned to the test users.**
- C. Sales Agreement features are not available on mobile devices, but approvals can be done via email.

Answer: B

Explanation:

Explanation

The Mobile User permission is required for users to access Salesforce features on their mobile devices, such as the Salesforce app. This permission enables users to log in to the app and sync data between their devices and Salesforce. Therefore, when preparing and conducting testing for Manufacturing Cloud for mobile, it is important to assign the Mobile User permission to the test users, so that they can view and approve sales agreements on their mobile devices. References: [Salesforce Mobile App Basics], [Assign the Mobile User Permission]

NEW QUESTION # 91

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