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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q75-Q80):

### NEW QUESTION # 75

Universal Containers (UC) is looking to improve visibility into its long-term agreements and forecasts. A business analyst has gathered UC's requirements and determined a few key requirements that they need compared to standard functionality.

1. UC tracks its long-term agreements by planned quantity and planned revenue at the product category level.
2. UC has a custom fiscal year and tracks its forecast weekly.
3. UC needs to see the ordered quantity, revenue, shipped quantity, and revenue in its forecast metrics.
- 4) The primary dimension in UC's forecasts is the product category.

What should be customized in Manufacturing Cloud to accomplish the business requirements?

- **A. Data Processing Engine (DPE) Templates**
- B. Advanced Account Forecast Fact object
- C. Sales Agreement Metrics

**Answer: A**

Explanation:

Data Processing Engine (DPE) Templates are used to customize the data model and calculations for account-based forecasting in Manufacturing Cloud. DPE Templates allow users to define the dimensions, metrics, and formulas for their forecasts based on their business needs. In this case, UC needs to customize the DPE Template to include the product category as a dimension, and the ordered quantity, revenue, shipped quantity, and revenue as metrics. UC also needs to specify the custom fiscal year and the weekly forecast frequency in the DPE Template. The other options are not relevant for this requirement. Sales Agreement Metrics are used to track the performance of sales agreements, not forecasts. Advanced Account Forecast Fact object is a standard object that stores the forecast data, not a customization option. References: Customize Data Processing Engine (DPE) Templates, Account-Based Forecasting in Manufacturing Cloud

#### **NEW QUESTION # 76**

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: B,C**

Explanation:

The standard Manufacturing Experience Cloud Template includes functionalities such as Sales Agreements and Account Manager Targets among its offerings. Sales Agreements help manage and track the terms of sales between a business and its customers, while Account Manager Targets facilitate setting and tracking sales targets for account managers. These functionalities are integral to streamlining sales operations and enhancing the management of customer relationships within the Manufacturing Cloud .

#### **NEW QUESTION # 77**

The service agents at Universal Containers reported that it takes too long to find information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims.

What should the consultant recommend to make the support process easier?

- A. Enable the Service Console app.
- B. Create a custom Case Lightning record page.
- **C. Enable the Service Console for Manufacturing app.**

**Answer: C**

Explanation:

The Service Console for Manufacturing app is a prebuilt app that provides a unified console for customer service representatives (CSRs) to view and manage information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims1.

The app also provides features such as a timeline of interactions, contextual alerts, relevant actions, and knowledge articles to help CSRs resolve customer issues and provide proactive service1.

The app is designed specifically for the manufacturing industry and integrates with other Manufacturing Cloud features such as Sales Agreements and Account Forecasting2.

The other options are incorrect because they do not provide the same level of functionality and integration as the Service Console for Manufacturing app. Option A would only customize the layout of the Case object, but not the other related objects. Option B would enable the generic Service Console app, which does not have the manufacturing-specific components and data sources.

Reference:

Service Console for Manufacturing - Salesforce

Get Started with Manufacturing Cloud for Service - Salesforce

### NEW QUESTION # 78

Which Manufacturing Cloud function has an out-of-the-box Submit for Approval quick action?  
Sales Agreements

- **A. Experience Cloud for Manufacturing**
- B. Account Manager Target
- C. Account Based Forecasting
- D. Order Management

**Answer: A**

Explanation:

Explanation

Experience Cloud for Manufacturing is a digital platform that enables manufacturers to create personalized and engaging experiences for their customers, partners, and employees. One of the features of Experience Cloud for Manufacturing is the ability to submit sales agreements for approval using a quick action. This quick action allows users to initiate an approval process for a sales agreement record from the Experience Cloud site, without having to switch to the Salesforce app12. References:

Experience Cloud for Manufacturing

Create Automation for Submitting Positions for Approval

### NEW QUESTION # 79

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

**Answer: A**

Explanation:

A consultant should prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. This is the best way to advance to the next step of the project, because it helps the consultant and the client to align on the scope, objectives, and expectations of the project. It also allows the consultant to understand the client's business needs, challenges, and opportunities, and to prioritize the requirements based on their value and feasibility. By working collaboratively with the client, the consultant can also build trust and rapport, and ensure that the client is engaged and satisfied with the project outcome.

Reference:

Manufacturing Cloud - Salesforce

Considerations for Working with Manufacturing - Salesforce

### NEW QUESTION # 80

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