

Manufacturing-Cloud-Professional Latest Practice Questions & Exam Manufacturing-Cloud-Professional Course



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Salesforce Manufacturing Cloud Professional Certification Exam is intended for professionals who are responsible for implementing and managing Salesforce Manufacturing Cloud solutions. Manufacturing Cloud Accredited Professional Exam certification exam is ideal for professionals who work in manufacturing operations, supply chain management, and other related fields. Manufacturing-Cloud-Professional Exam covers a range of topics, including sales forecasting, production planning, inventory management, and order management.

>> **Manufacturing-Cloud-Professional Latest Practice Questions** <<

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q113-Q118):

NEW QUESTION # 113

An organization does not have Account Forecasting Model set up. Based on the analysis it has done, the organization has agreed to

set up Account Forecasting from 1 Jan 2024 for a period of 18 months. The current period is Feb 2024. Which values will need to be set up for the start period?

- **A. 0**
- B. 1
- C. 2
- D. 2
- E. 18

Answer: A

Explanation:

The start period is the number of periods before or after the current period that the forecast generation starts from¹.

To generate forecasts from a future period, a positive start period offset is required².

Since the current period is Feb 2024 and the organization wants to start forecasting from Jan 2024, the start period offset is 2 (Jan 2024 is two periods before Feb 2024).

The other options are incorrect because they do not match the desired start period for the organization.

Configure Account Forecasts - Salesforce

Considerations for Advanced Account Forecasting - Salesforce

NEW QUESTION # 114

A Salesforce Manufacturing Cloud user finds that the current sales agreement data is not displaying in Tableau CRM for manufacturing. What two possibilities could cause this to happen?

- **A. The sales agreement was not added to the data flow**
- B. The sales agreement was linked to person accounts
- C. Sales agreements are only displayed in the grid
- **D. The sales agreement data flow was not updated**

Answer: A,D

Explanation:

According to the Salesforce Manufacturing Cloud documentation, to display the current sales agreement data in Tableau CRM for manufacturing, you need to add the sales agreement object to the data flow and update the data flow. The data flow is a set of instructions that defines how data is extracted, transformed, and loaded into the app. If you do not add the sales agreement object to the data flow, the app will not have access to the sales agreement data. If you do not update the data flow, the app will not reflect the latest changes in the sales agreement data¹. References: 1: Set Up the CRM Analytics App for Manufacturing Cloud Learn more 1blob:<https://www.bing.com/75924f7d-ce10-4904-b3d2-4996b3dcdca7>

developer.salesforce.com2blob:<https://www.bing.com/c30db82f-7512-4b86-8ad0-68f8704ae728> trailhead.salesforce.com

NEW QUESTION # 115

Universal Containers wants to add a rebate benefit defined by a product dimension. Which related list must be defined to create this dimension?

- A. Dimensions Type Mappings
- **B. Benefit Mappings**
- C. Rebate Type Mappings
- D. Payout Mappings

Answer: B

Explanation:

Benefit mappings are used to define the product dimensions for a rebate benefit. Product dimensions are the criteria that determine which products are eligible for a rebate benefit. For example, you can create a product dimension based on product family, product line, or product category. You can also create custom product dimensions to suit your business needs¹. To create a product dimension for a rebate benefit, you need to add a benefit mapping related list to the benefit record and specify the dimension type and values². References: 1:

Define Product Dimensions for Rebate Benefits | Salesforce Help³, 2: Create Benefits and Activate a Program Unit | Salesforce Trailhead⁴

NEW QUESTION # 116

Which two key performance indicators can be calculated on the Forecast Analysis dashboard in Tableau CRM for Manufacturing?

- A. Average Price
- B. Actual vs Forecasted Revenue
- C. Days Remaining
- D. Actual vs Planned Revenue
- E. Mean absolute percentage error in the forecast

Answer: B,E

Explanation:

The Forecast Analysis dashboard in Tableau CRM for Manufacturing is a tool that helps business analysts evaluate the accuracy and quality of the account forecasts generated by the Manufacturing Cloud. It allows them to compare the actual revenue with the forecasted revenue, as well as the planned revenue, for each account, product, and product category. It also shows the mean absolute percentage error (MAPE) in the forecast, which is a measure of how close the forecast is to the actual revenue. The lower the MAPE, the better the forecast. The dashboard also provides other metrics, such as forecast bias, forecast coverage, and forecast attainment, to help analysts identify areas of improvement and optimize the forecasting process¹. References: Protect and Grow Your Business Unit, Forecast Analysis Dashboard, How Forecasting Works in Tableau

NEW QUESTION # 117

Universal Containers (UC) is implementing Advanced Account Forecasting for its national business. UC has three primary product materials it wants to forecast for each of its key distribution partners. Each of UC's individual products has one of these material attributes on its record, but UC doesn't need to see the product detail in its forecast.

What should the administrator do to meet these business requirements?

- A. Configure a custom Forecast Context. Create new DPE definitions from scratch.
- B. Add custom Material dimension to Forecast Fact and Forecast Set. Update the DPE definitions to aggregate the data at the distribution partner level.
- C. Add custom Material dimension to Forecast Fact and Forecast Set. Clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics.

Answer: C

Explanation:

Explanation

To meet the business requirements of forecasting by product material for each distribution partner, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This dimension can store the material attribute of each product and allow the users to filter and group the forecast data by material. The administrator should also clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics. The DPE definitions are the logic that transforms the source data into the forecast data. By cloning the standard definitions, the administrator can leverage the existing logic and modify it to include the custom Material dimension. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch. References: : Create Custom Dimensions for Account-Based Forecasting - Salesforce : Create Custom Metrics for Account-Based Forecasting - Salesforce : Data Processing Engine (DPE) Definitions for Account-Based Forecasting - Salesforce

NEW QUESTION # 118

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