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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q34-Q39):

NEW QUESTION # 34

When loading data into Salesforce Manufacturing Cloud, following a specific order of operations is crucial to ensure data integrity and avoid errors.

Which option represents the correct order of operations for loading data into Manufacturing Cloud?

- A. Load Products, Accounts, and Contacts first, followed by Orders and, finally, Sales Agreements.
- B. Load Accounts, Sales Agreements, and Orders first followed by Contacts and, finally, Products.
- **C. Load Accounts, Contacts, and Products first, followed by Sales Agreements and, finally, Orders.**

Answer: C

Explanation:

To load data into Manufacturing Cloud, you need to follow a specific order of operations to ensure data integrity and avoid errors¹. The order of operations is based on the dependencies and relationships between the objects in Manufacturing Cloud¹.

The recommended order of operations is as follows¹:

Load Accounts, Contacts, and Products first, as they are the base objects that other objects depend on.

Load Sales Agreements next, as they reference Accounts, Contacts, and Products, and are used to track run- rate or long-term negotiated business.

Load Orders last, as they reference Sales Agreements, Accounts, Contacts, and Products, and are used to track actual business transactions.

The other options are incorrect because they do not follow the recommended order of operations and may cause data integrity issues or errors.

Load Data into Manufacturing Cloud - Salesforce

NEW QUESTION # 35

An administrator has completed the data migration from a client's legacy system to Manufacturing Cloud. The client wants to ensure all Advanced Account Forecast calculations are correct and the data has been properly migrated.

How should the administrator reassure the client that data has been accurately calculated?

- A. Request the users to verify the Advanced Account Forecast values of their accounts.
- **B. Launch the calculations of the Advanced Account Forecast and compare the values with the legacy system.**
- C. Use Data Loader to generate a .csv file and manually compare it to import files.

Answer: B

Explanation:

The best way to reassure the client that the data has been accurately calculated is to launch the calculations of the Advanced Account Forecast and compare the values with the legacy system. This will ensure that the forecast metrics, such as planned revenue, actual revenue, forecast quantity, and forecast revenue, are consistent and correct. The administrator can use the Data Processing Engine templates to configure the calculations and run them manually or on a schedule¹. The administrator can also view the forecast results in the Accounts Health dashboard or the Account Forecast tab². Using Data Loader to generate a .csv file and manually compare it to import files is not a reliable method, as it may introduce errors or inconsistencies in the data format or values. Requesting the users to verify the Advanced Account Forecast values of their accounts is not a feasible method, as it may be time-consuming, impractical, or inaccurate, depending on the number and complexity of the accounts. References: Learn How Forecast Data Is Created, View and Adjust Forecasts

NEW QUESTION # 36

Universal Containers is deploying Manufacturing Cloud for the first time. Sales Agreements have been configured in a development sandbox, and now the Salesforce administrator is moving the changes to production. The deployment is failing, and the error indicates that the Sales Agreement object does not exist in the target environment.

What should the administrator check first to resolve the error and complete the deployment?

- A. Check that the organization-wide default for Sales Agreements is set to Public Read Write in the production org.
- B. Check that the organization wide default for Sales Agreements is set to Private in the production org.
- **C. Check that Sales Agreements are enabled in the production org.**

Answer: C

Explanation:

When facing a deployment error indicating that the Sales Agreement object does not exist in the target environment, the first step the administrator should take is to ensure that Sales Agreements are enabled in the production organization. This is a crucial prerequisite for deploying Sales Agreements-related changes and functionalities from a development sandbox to a production environment, as the

absence of enabled Sales Agreements in the target environment can lead to deployment failures .

NEW QUESTION # 37

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%. Where should the Account owner add the additional 5%?

- A. Update the Market Growth to 10%.
- **B. Set 5% value in Account Growth.**
- C. Update the Account Forecast to 10%.

Answer: B

Explanation:

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities. The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of 10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast. Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION # 38

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: C

NEW QUESTION # 39

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