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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q135-Q140):

NEW QUESTION # 135

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- A. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object
- B. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type = Other, on the Account

Manager object

- C. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object
- D. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object

Answer: A

Explanation:

Explanation

The Account Manager Target object represents a target created by an account manager for a fiscal year, measure, and target value1. To measure the account managers on a CSAT target, the admin should add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object. This way, the account managers can create and assign targets for the CSAT measure to their direct reports2. The other options are incorrect because they either use the wrong object, field, or value for the CSAT target. References: Create and Assign Targets, Set Up and Configure Account Manager Targets, Discuss Salesforce Manufacturing-Cloud-Professional Exam Topic 1 Question 19, Manufacturing Cloud Developer Guide

NEW QUESTION # 136

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- A. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object
- B. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type = Other, on the Account Manager object
- C. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object
- D. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object

Answer: A

Explanation:

Explanation

To create a CSAT target for account managers, the admin needs to add a picklist value on the Measure field of the Account Manager Target object. The Measure field determines the type of target value that the account manager needs to achieve, such as revenue, quantity, or customer satisfaction. The admin also needs to add a Measure Type of Other to indicate that the target is not currency-based. The other fields and objects mentioned in the options are not relevant for this requirement. References: : Create and Assign Targets Unit | Salesforce Trailhead : Set Up and Configure Account Manager Targets - Salesforce : Manufacturing Cloud Developer Guide - Salesforce Developers

NEW QUESTION # 137

What is required before the Analytics for Manufacturing App can be created?

- A. Refresh Forecast(s) to be analyzed.
- B. Refresh Sales Agreement(s) to be analyzed.
- C. At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.
- D. At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.

Answer: C

NEW QUESTION # 138

What is a key first step for Manufacturing Cloud implementation?

- A. Configure forecast regeneration settings.
- B. Enable Manufacturing Cloud features in Setup.
- C. Enable Manufacturing Cloud permissions for users.

Answer: B

Explanation:

Explanation

According to the Salesforce Manufacturing Cloud Learning documents, the key first step for Manufacturing Cloud implementation is to enable Manufacturing Cloud features in Setup. This allows you to activate the required features and data models for your organization, such as Sales Agreement Management, Advanced Forecasting, Program Based Business, and more.

References:

- * Set Up Manufacturing Cloud
- * Enable Features in Setup
- * Enable Data Models in Setup

NEW QUESTION # 139

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: A,C

Explanation:

Sales Agreements are a core functionality of Manufacturing Cloud for Sales, which allows manufacturers to manage their long-term negotiated business with customers and distributors. Sales Agreements capture the pricing, volumes, and order realization data of run-rate business, and enable accurate forecasting and demand planning1.

Account Based Forecasts are another key functionality of Manufacturing Cloud for Sales, which allows manufacturers to align sales and operations teams with a common view of the market demand. Account Based Forecasts enable strategic planning and precise input into the sales and operations planning process with operational forecast flexibility by any dimension1. References:

1: The CRM Analytics for Manufacturing Template - Salesforce

NEW QUESTION # 140

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