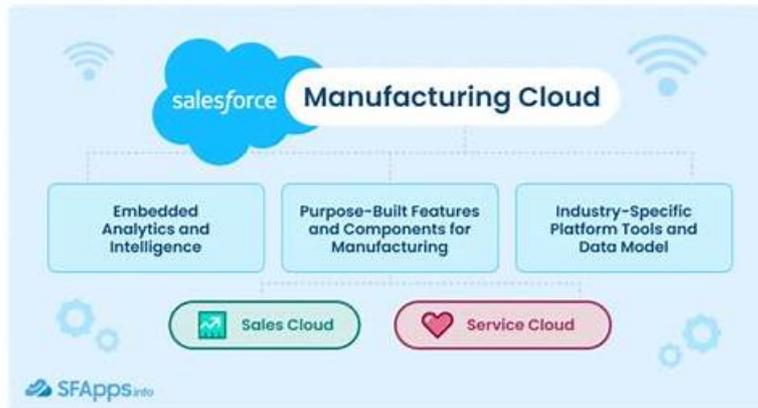


# Salesforce Manufacturing-Cloud-Professional考題資訊 & Manufacturing-Cloud-Professional題庫資訊



BONUS!!! 免費下載Testpdf Manufacturing-Cloud-Professional考試題庫的完整版: <https://drive.google.com/open?id=1MhvhqrzeJA3cP0PI5gJp1XQ0rMCfoo7X>

我們瞭解到所有想考 Manufacturing-Cloud-Professional 的考生都希望能有一份可以保證自己順利通過考試的題庫，但事實往往並不如大家想的那麼簡單，偏偏 Manufacturing-Cloud-Professional 這科科目的題庫一直都沒有最新包過的版本在網上出現，這真的是一件讓廣大考生非常苦惱的事情。一些正在準備 Manufacturing-Cloud-Professional 考試的考生，也不必感到茫然失措。因為 Testpdf 題庫網帶來了真正可以保證考生通過考試的 Salesforce Manufacturing-Cloud-Professional 題庫，只要根據最新的題庫來緊緊抓住考試的動態資訊，就可以輕鬆通過這科考試了。

製造雲端認證專業考試專門為希望通過 Salesforce 製造雲端證明其製造業務管理專業知識的人設計。該考試面向製造業專業人士，包括顧問、開發人員和管理員，旨在增強他們在此領域的技能。該考試驗證個人在銷售和運營計劃流程、預測和需求管理方面的能力。

>> Salesforce Manufacturing-Cloud-Professional考題資訊 <<

## Manufacturing-Cloud-Professional題庫資訊 & Manufacturing-Cloud-Professional考題套裝

如果你的預算是有限的，但需要完整的價值包，不如嘗試一下我們Testpdf Salesforce的Manufacturing-Cloud-Professional考試培訓資料。我們Testpdf可以為你的IT認證保駕護航，是目前網路上最受歡迎的最可行的培訓資料網站，Manufacturing-Cloud-Professional考試是你職業生涯中的一個里程碑，在這種競爭激烈的世界裏，它比以往任何時候都顯得比較重要，我們保證讓你一次輕鬆的通過考試，也讓你以後的工作及日常工作變得有滋有味。還可以幫你挖掘到許多新的途徑和機會。這實在對著起這個價錢，它所創造的價值遠遠大於這個金錢。

## 最新的 Accredited Professional Manufacturing-Cloud-Professional 免費考試真題 (Q81-Q86):

### 問題 #81

Which two statements are correct about sales agreement cloning?

A) The product details are copied over from the original sales agreement

- A. The default start date of the new sales agreement is equal to the start date of the original sales agreement
- B. The new sales agreement is created in draft status
- C. The new sales agreement is created in activated status
- D. The agreement term details are copied over from the original sales agreement

答案: A,B

解題說明:

Explanation

Sales agreement cloning is a feature that allows the user to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for the same or different accounts. When the user clones a sales agreement, the following statements are correct:

The product details are copied over from the original sales agreement. This includes the product name, category, quantity, price, and discount percentage. The user can edit these details as needed in the new sales agreement.

The new sales agreement is created in draft status. This means that the new sales agreement is not yet active and does not affect the account forecast or the sales agreement performance. The user can review and modify the new sales agreement before submitting it for approval and activation. The other statements are not correct, as they do not reflect the sales agreement cloning behavior. When the user clones a sales agreement, the following statements are false:

The default start date of the new sales agreement is equal to the start date of the original sales agreement. This is not true, as the default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The user can change the start date as needed in the new sales agreement.

The new sales agreement is created in activated status. This is not true, as the new sales agreement is created in draft status, not activated status. The user needs to submit the new sales agreement for approval and activation before it becomes effective and impacts the account forecast and the sales agreement performance.

The agreement term details are copied over from the original sales agreement. This is not true, as the agreement term details are not copied over from the original sales agreement. The agreement term details are the periods and metrics that define the sales agreement performance and forecast. The user needs to create and configure the agreement term details for the new sales agreement separately. References: Clone a Sales Agreement, Sales Agreement Fields

## 問題 #82

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. Rebate Type Mappings
- C. Benefit Mappings
- D. Payout Mappings

答案: C

解題說明:

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 needs<sup>1</sup>. 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 values<sup>2</sup>. References: 1:

Define Product Dimensions for Rebate Benefits | Salesforce Help<sup>3</sup>, 2: Create Benefits and Activate a Program Unit | Salesforce Trailhead<sup>4</sup>

## 問題 #83

When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

- A. No sales agreements will be considered.
- B. All active and expired sales agreements will be considered.
- C. Only approved sales agreements in the Salesforce org will be considered.
- D. Only sales agreements with approved adjustments in the Salesforce org will be considered.
- E. All sales agreements within the generation period will be considered.

答案: A

解題說明:

if Sales Agreement List View is not selected in the Account Forecast Calculation Settings, no sales agreements will be considered when calculating the sales agreement metric values of account forecasts. This means that the account forecasts will only reflect the opportunity metric values, and not the sales agreement metric values. To include the sales agreement metric values in the account forecasts, you need to select a sales agreement list view that defines which sales agreements to use for the calculations. References: 1: Configure Account Forecast Calculation Settings - Salesforce

#### 問題 #84

A regional sales manager for Universal Containers would like to forecast at the product hierarchy level. How should the system administrator set up Advanced Account Forecasting?

- A. Create a flow to modify the Advanced Account Forecasting to support the product hierarchy.
- **B. Configure the forecast set on the Advanced Account Forecasting Setup page.**
- C. Configure the forecast context field from Account Id to Product Category.

答案: B

解題說明:

Explanation

To forecast at the product hierarchy level, you need to configure the forecast set on the Advanced Account Forecasting Setup page. You can select the product hierarchy field as the forecast context field, which determines the level of granularity for the forecast. You can also select the forecast metrics, such as revenue and quantity, and the forecast periods, such as monthly or quarterly. References: Salesforce Help: Configure Advanced Account Forecasting, Salesforce Help: Set Up Forecast Contexts

#### 問題 #85

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

答案: B

解題說明:

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 Claims<sup>1</sup>.

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 service<sup>1</sup>.

The app is designed specifically for the manufacturing industry and integrates with other Manufacturing Cloud features such as Sales Agreements and Account Forecasting<sup>2</sup>.

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.

References:

Service Console for Manufacturing - Salesforce

Get Started with Manufacturing Cloud for Service - Salesforce

#### 問題 #86

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Testpdf是個很好的為 Salesforce Manufacturing-Cloud-Professional 認證考試提供方便的網站。根據過去的考試練習題和答案的研究，它能有效的捕捉 Salesforce Manufacturing-Cloud-Professional 認證考試試題內容。我們提供的 Manufacturing-Cloud-Professional 考試練習題與真實的考試題有緊密的相似性。而且 Manufacturing-Cloud-Professional 考題一直備受考生的稱贊，很多考生使用後，都知道出題高，讓他們順利過關。

**Manufacturing-Cloud-Professional 題庫資訊:** <https://www.testpdf.net/Manufacturing-Cloud-Professional.html>

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