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

NEW QUESTION # 34

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast

generation criteria?

- A. Update the forecast display duration
- B. Update the forecast adjustment period
- C. Update the forecast formula
- D. Update the forecast start period
- E. Update the forecast frequency

Answer: B,C,D

Explanation:

On the Forecast settings page within Salesforce Manufacturing Cloud, actions such as updating the forecast start period, forecast adjustment period, and forecast formula will trigger the regeneration of all the eligible accounts that meet the forecast generation criteria. These updates necessitate a re-evaluation of forecast data to ensure that the forecasts remain accurate and reflective of the latest business conditions and settings. This regeneration process is integral to maintaining the integrity and relevance of forecast data, facilitating effective planning and decision-making based on the most current information .

NEW QUESTION # 35

An organization wants to provide flexibility to account managers and partner users concerning managing sales agreements. The organization has observed several requests from account managers to remove sales agreements they have inadvertently created and would like the account managers to do this themselves.

What should the organization do to accomplish this?

- A. Give them the Delete Sales Agreements profile
- B. Give them the Delete Sales Agreements permission
- C. Give them the Remove Sales Agreement permission

Answer: B

Explanation:

To delete a sales agreement, the user must have the Delete Sales Agreements permission, which is included in the Manufacturing Sales Agreement Manager permission set. This permission allows the user to delete an active, approved, canceled, or expired sales agreement, as long as it does not have any active orders associated with it. Giving the user the Delete Sales Agreements profile or the Remove Sales Agreement permission will not enable them to delete sales agreements, as these are not valid options in Salesforce Manufacturing Cloud. References: Delete a Sales Agreement, Assign the Manufacturing Permission Sets to Users.

NEW QUESTION # 36

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

Answer: A

Explanation:

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

The recommended order of operations is as follows:

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 # 37

Customer service reps would like to set up end-to-end service processes to manage the entire service operation lifecycle. Which tool should the consultant use to set up these processes?

- A. Service Process Studio.
- B. Manufacturing Cloud Studio
- C. Service Automation Studio

Answer: A

NEW QUESTION # 38

Which two out-of-the-box Manufacturing Actions can be performed in Process Builder and Flow Builder?

- A. Mass Update Sales Agreement
- B. Clone Sales Agreement
- C. Mass Update Account Forecast
- D. Clone Account Forecast
- E. Mass Archive Sales Agreement

Answer: A,C

Explanation:

Manufacturing Actions are custom actions that are available in Process Builder and Flow Builder to automate common tasks related to Manufacturing Cloud objects. Out of the box, there are two Manufacturing Actions that can be performed in Process Builder and Flow Builder: Mass Update Account Forecast and Mass Update Sales Agreement. Mass Update Account Forecast allows you to update multiple account forecasts at once based on a filter criteria. Mass Update Sales Agreement allows you to update multiple sales agreements at once based on a filter criteria. These actions can help you save time and ensure data accuracy by applying bulk changes to your account forecasts and sales agreements. References: Manufacturing Actions | Manufacturing Cloud Developer Guide | Salesforce Developers, Salesforce Manufacturing Cloud Professional Dumps Updated - Dumpsbase, Salesforce Manufacturing-Cloud-Professional Exam Dumps - DumpsMate

NEW QUESTION # 39

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