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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q70-Q75):

### NEW QUESTION # 70

What is the recommended way to calculate an Account Based Forecast for the next 13 months in the formula builder?

- A. Create 13 separate formulas.
- B. Create a two-part validation rule for periods 1-12 and period 13.
- C. Create a two-part formula for periods 1-12 and period 13.
- **D. Create separate formulas for periods 1-12 and period 13.**
- E. Create an approval process for periods 1-12 and period 13.

**Answer: D**

Explanation:

According to the Salesforce Manufacturing Cloud documentation, you can use the Formula Builder on the Account Forecasting page in Setup to create formulas for forecast calculations. You can define your own formulas for quantity and revenue based on sales agreements, orders, opportunities, and account metrics. You can create either a single formula for all periods, or multiple formulas for different period ranges. If the forecast display period is 12 months, you can create up to 12 formulas. However, if you want to calculate an account based forecast for the next 13 months, you need to create separate formulas for periods 1-12 and period 13, because the Formula Builder does not support more than 12 periods in a single formula. This way, you can ensure that the forecast calculations are accurate and consistent for each month. References: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

#### **NEW QUESTION # 71**

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

- A. Rebate Management
- B. Account Based Forecasts
- **C. Sales Agreements**
- **D. Account Manager Targets**

**Answer: C,D**

Explanation:

The standard Manufacturing Experience Cloud Template includes functionalities such as Sales Agreements and Account Manager Targets among its offerings. Sales Agreements help manage and track the terms of sales between a business and its customers, while Account Manager Targets facilitate setting and tracking sales targets for account managers. These functionalities are integral to streamlining sales operations and enhancing the management of customer relationships within the Manufacturing Cloud .

#### **NEW QUESTION # 72**

Universal Containers is experiencing an increase in manual errors with its repetitive business processes.

Which tool(s) within Manufacturing Cloud should the consultant recommend to help mitigate errors by leveraging automation?

- A. Workflow Rules and Process Builder
- B. Flow for Manufacturing
- **C. Process Builder and Flow Builder**

**Answer: C**

Explanation:

To mitigate manual errors in repetitive business processes at Universal Containers, the consultant should recommend leveraging Process Builder and Flow Builder within Manufacturing Cloud. These automation tools allow for the design and implementation of customized workflows and processes that can significantly reduce the likelihood of manual errors, thereby enhancing efficiency and accuracy in the organization's operations .

#### **NEW QUESTION # 73**

An administrator of an organization is implementing Manufacturing Cloud Intelligence and various dashboards and is also setting up Advanced Account Forecasting.

Why would an administrator configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects?

- **A. To provide users with separate levels of visibility to forecast data**
- B. To provide users with separate levels of visibility to activity data

- C. To provide users access to partner and facts records

**Answer: A**

Explanation:

The administrator would configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects to provide users with separate levels of visibility to forecast data.

The Advanced Account Forecast Partner object stores the partner information for each account forecast record, such as the partner name, partner type, and partner role. The Advanced Account Forecast Fact object stores the forecast values for each account forecast record, such as the forecast amount, forecast quantity, and forecast margin. By setting the Field-Level Security for these objects, the administrator can control which users can view, edit, or delete the partner and fact data for each account forecast record. This way, the administrator can ensure that the users only see the relevant forecast data for their role and business unit<sup>12</sup>.

References: 1: Set Field-Level Security for Fact and Partner Object in Advanced Account Forecasting<sup>3</sup>, 2: Forecast Fact Object Included with Advanced Account Forecasting<sup>4</sup>

#### NEW QUESTION # 74

Universal Containers (UC) wants to adhere to implementation best practices. What is a recommended way for UC to establish clarity between new business and run-rate business?

- A. New businesses should use Opportunities and Collaborative Forecasting Run-rate business should use Sales Agreements and Account Based Forecast
- B. New businesses should always use Opportunities and Sales Agreements.
- C. Run-rate business should use only Account Based Forecast and Opportunities.

**Answer: A**

Explanation:

To establish clarity between new business and run-rate business, Universal Containers should adopt a differentiated approach where new businesses use Opportunities and Collaborative Forecasting, while run-rate business utilizes Sales Agreements and Account-Based Forecasting. This strategy leverages the strengths of Salesforce Manufacturing Cloud's forecasting and agreement features to align with the distinct nature of new and run-rate business, ensuring accurate forecasting and effective management of business operations.

#### NEW QUESTION # 75

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