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Salesforce Manufacturing Cloud Professional exam is a certification program designed for professionals who want to expand their knowledge and skills in the manufacturing industry. Manufacturing-Cloud-Professional exam is specifically designed to evaluate the competency of individuals in understanding and implementing Manufacturing Cloud solutions. Manufacturing-Cloud-Professional exam is intended for professionals who work in the manufacturing industry, including sales and marketing teams, operations and supply chain managers, and customer service representatives.

The Manufacturing Cloud Accredited Professional Exam is designed to test candidates on their knowledge of Salesforce Manufacturing Cloud. Manufacturing-Cloud-Professional Exam covers a wide range of topics, including the key features and functions of the Manufacturing Cloud application, best practices for managing manufacturing operations using Salesforce, and the various tools and techniques for optimizing manufacturing processes. Manufacturing-Cloud-Professional exam is designed to help professionals gain a deeper understanding of how Salesforce Manufacturing Cloud can be used to improve their manufacturing operations.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q122-Q127):

NEW QUESTION # 122

Partner managers from Universal Containers (UC) are performing onsite visits to their distribution partners. During the visit they have a goal of getting partners to renew the terms of their sales agreements with UC. Leadership wants to understand how effective these in-person visits are in getting partners to renew. They would also like to standardize the tasks to be performed during these visits and report on this data in Salesforce. Which features should a Manufacturing Cloud consultant recommend to meet these requirements?

- A. Partner Visit Management, Experience Cloud, and Service Console for Manufacturing
- **B. Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators**
- C. Partner Visit Management, Advanced Account Forecasting, and CRM Analytics for Manufacturing

Answer: B

Explanation:

To meet the requirements of UC, a Manufacturing Cloud consultant should recommend the following features:

Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators. Partner Visit Management helps sales managers schedule visits to dealer and distributor locations, monitor performance, follow up on sales agreements, and capture key metrics1. Action Plans allow sales managers to create lists of tasks and associated assessment indicators that are commonly repeated across multiple visits2. Generic Visit Key Performance Indicators enable sales managers to compare the expected metrics versus the actual metrics for the key performance indicators they defined and then take necessary actions3. These features help UC to standardize the tasks to be performed during visits, understand how effective these visits are in getting partners to renew, and report on this data in Salesforce. The other features are not relevant for the given scenario. Advanced Account Forecasting is used to create holistic forecasts based on sales agreements, orders, opportunities, and account metrics4. CRM Analytics for Manufacturing is used to gain insights into sales performance, pipeline health, and customer satisfaction. Experience Cloud is used to create branded digital experiences for customers, partners, and employees. Service Console for Manufacturing is used to provide customer service and support across multiple channels. References: Partner Visit Management Workflow, Build Distributor Relationships with Partner Visit Management, Strengthen Relationships with Partners, Create Holistic Forecasts with Advanced Account Forecasting, [CRM Analytics for Manufacturing], [Experience Cloud], [Service Console for Manufacturing]

NEW QUESTION # 123

Universal Containers (UC) is preparing to roll out its new Manufacturing Cloud. UC has asked a group of end users to conduct preliminary testing. A group of 12 users is conducting testing and must give the go-ahead to deploy all settings to the production

environment.

Which items are necessary to conduct proper testing?

- A. Sandbox access; Test data; Process scripts
- B. Profile configuration; Process scripts; User permissions
- C. Process scripts; Sandbox access; Communication guidelines

Answer: A

Explanation:

To conduct proper testing of Manufacturing Cloud, the end users need the following items:

* Sandbox access: A sandbox is a copy of the production environment that allows users to test changes and features without affecting the live data. Manufacturing Cloud offers different types of sandboxes for different testing purposes, such as learning, pre-release, and base12.

* Test data: Test data is a set of realistic and representative data that is used to simulate the actual business scenarios and workflows in Manufacturing Cloud. Test data can be created manually, imported from external sources, or copied from the production environment³⁴.

* Process scripts: Process scripts are step-by-step instructions that guide the users through the testing scenarios and expected outcomes. Process scripts help to ensure that the testing is consistent, comprehensive, and aligned with the business requirements .

References: Create a Manufacturing Cloud Trial Org, Try Manufacturing Cloud for Free, Create Test Data for Your Full Sandbox, Import Data into Your Org, [Create a Test Plan for Your Salesforce Implementation], [Test Your Salesforce Implementation].

NEW QUESTION # 124

Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

- A. Leverage the manufacturing experience cloud template to set up a secure site for collaboration
- B. Leverage the salesforce site manufacturing cloud template to set up a secure site for collaboration
- C. Leverage my domain to set up a secure site for collaboration
- D. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration

Answer: A

Explanation:

Explanation

Manufacturing Cloud comes with a predefined manufacturing partner template that can help manufacturers collaborate efficiently with their channel partners on sales agreements, forecasts, leads, and opportunities. The manufacturing partner template is a responsive portal that provides partners with access to knowledge articles, dashboards, and reports. Partners can also update products, prices, quantities, and adjustments on sales agreements, as well as view and edit account forecasts. The manufacturing experience cloud template is built on Experience Cloud, which allows you to customize the site with branding, themes, components, and pages.

You can also assign user permissions and roles for the site to control the access and visibility of your partners. References: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.com, Simplify Partner Engagement: A Guide for Manufacturers

NEW QUESTION # 125

When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

- A. No action required, changes are reflected automatically
- B. Refresh Assignments
- C. Recalculate Assignments
- D. Propagate to Assignments
- E. Update to Assignments

Answer: B

Explanation:

Explanation

Account Manager Targets is a feature in Manufacturing Cloud that allows businesses to set and track sales goals for their account

managers based on product volume, revenue, or any other custom measure. Account managers can create, assign, and edit targets for their team members and monitor their performance against the targets. When a target is changed in Account Manager Targets, the change is not reflected immediately in the assignment values of the team members. To see the updated assignment values, you must perform the Refresh Assignments action on the Assignments tab of the target record. This action recalculates the assignment values based on the new target value and distributes the target among the team members according to the assignment rules. The other actions are not valid for Account Manager Targets. References: Account Manager Targets in Manufacturing Cloud, Learn About Account Manager Targets, Enable Account Manager Targets, Assign an Account Manager Target

NEW QUESTION # 126

Which object is required to create a Sales agreement?

- A. Account
- B. Order
- **C. Contract**
- D. Quote
- E. B)

Answer: C

Explanation:

Explanation

The object that is required to create a Sales agreement is Contract. A Contract is a document that outlines the terms and conditions of a sales agreement between two parties. It is necessary to create a Contract in order to create a Sales agreement. For more information, please refer to the Salesforce documentation.

NEW QUESTION # 127

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