Manufacturing-Cloud-Professional Certification Training & Manufacturing-Cloud-Professional Study Guide & Manufacturing-Cloud-Professional Best Questions

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To be eligible for the Manufacturing-Cloud-Professional Certification Exam, candidates must have experience working with Salesforce Manufacturing Cloud and possess the necessary skills to implement and manage the platform effectively. Manufacturing-Cloud-Professional exam is designed to test the candidate's proficiency in using Salesforce Manufacturing Cloud to optimize the manufacturing process and drive business growth.

The Manufacturing Cloud Accredited Professional certification exam covers a range of topics, such as sales forecasting, demand planning, inventory management, and supply chain collaboration. Manufacturing-Cloud-Professional exam also includes questions on how to configure and customize Salesforce Manufacturing Cloud to meet the specific needs of a manufacturing organization. Candidates who pass this certification exam will have demonstrated their ability to use Salesforce Manufacturing Cloud to optimize business processes, improve collaboration, and drive growth in the manufacturing industry.

The Manufacturing-Cloud-Professional Certification Exam comprises 60 multiple-choice questions that must be completed within 105 minutes. Manufacturing-Cloud-Professional exam evaluates the candidate's ability to use Salesforce Manufacturing Cloud to optimize manufacturing processes, manage sales and operations planning, collaborate with suppliers, and provide exceptional customer service. Manufacturing-Cloud-Professional exam covers various topics such as forecasting, inventory management, order management, product management, supplier management, and analytics.

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q85-Q90):

NEW QUESTION # 85
The warranty administrators on the global warranty team at Universal Containers (UC) want te specify the parts and labor codes covered under warranty for UC's products.
Which abject should help the administrators achieve this?

- A. Warranty Term Coverages related list under Warranty Terms.
- B. Product Warranty Terms related list under Warranty Terms
- C. Warranty Terms.

Answer: A

NEW QUESTION # 86
Universal Containers1 field reps want to have a more accurate picture of their distributor's business. The field rep will compare and update expected versus actual order values during the next visit.
Which Manufacturing Cloud object should the consultant configure to give field reps this ability?

- A. Advanced Account Forecast
- B. Generic Visit Key Performance Indicator
- C. Account Relationship

Answer: B

Explanation:
The Advanced Account Forecast object is used to track the expected and actual order values for each account and product family. It allows field reps to compare the forecasted and actual order values for each account and product family, and update them as needed. The Advanced Account Forecast object also enables field reps to collaborate with their distributors and align on the sales agreements, orders, and brand-promotion campaigns12. Reference: Meet Manufacturing Cloud, Strengthen Relationships with Partners

NEW QUESTION # 87
If the team member hierarchy type is changed in account manager targets, which statement is accurate?

- A. No change to existing targets
- B. All the existing targets become read only
- C. All the existing targets have to be reapproved based on the new hierarchy

- D. All the existing targets turn to draft status

Answer: B

Explanation:
Account manager targets are long-term goals that account managers set for themselves and their team members. They can be based on revenue, volume, margin, or any other metric that is relevant for the business. The team member hierarchy type determines the users that account managers can assign targets to. It can be either the manager hierarchy or the forecasts hierarchy, which are defined in the Roles and Forecasts Hierarchy pages in Setup, respectively. If the team member hierarchy type is changed in account manager targets, all the existing targets are made read-only, as a warning message indicates. This is to prevent any inconsistency or confusion in the target assignments and approvals. To edit the existing targets, account managers have to clone them and make the necessary changes. Reference: Choose Team Member Hierarchy for Account Manager Targets, Set Up and Configure Account Manager Targets, Set Up Targets for Account Managers Unit | Salesforce Trailhead, Assign an Account Manager Target

NEW QUESTION # 88
Which two options can be used to populate a custom metric so that it shows on forecast grid?

- A. Implement an record trigger on Account Product period Forecast (APPF)
- B. Implement an apex trigger on Account Product period Forecast (APPF)
- C. Implement a record trigger flow on Account Product Forecast (APF)
- D. Implement an apex trigger on Account Product Forecast (APF)
- E. Used to recalculate all forecast button on the account forecast settings page

Answer: B,C

Explanation:
You can use apex triggers to populate a custom metric on the forecast grid. A custom metric is a field that you can add to the Account Product Forecast (APF) or Account Product Period Forecast (APPF) objects to display additional information on the forecast grid. For example, you can create a custom metric to show the profit margin or the cost of goods sold for each product. To populate a custom metric, you need to write an apex trigger on the APF or APPF object that calculates the value of the custom metric based on the data in the record. You can use the standard or custom fields in the APF or APPF object as inputs for the calculation. For example, you can use the Planned Quantity, Planned Revenue, and Product Cost fields to calculate the profit margin. You can also use the fields from the related objects, such as the Account, Product, or Sales Agreement, by using the relationship queries. For example, you can use the Account Name or the Sales Agreement Status fields to filter the records for the calculation. After writing the apex trigger, you need to deploy it to your org and activate it. Then, you can add the custom metric field to the forecast grid layout and see the values populated on the grid. References: Create Custom Metrics for Account Forecasts, Apex Developer Guide, Relationship Queries

NEW QUESTION # 89
Service agents can't see the Service Console for Manufacturing app despite the administrator enabling Service Console for Manufacturing in the setup.
What is the recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app?

- A. Grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets
- B. Add the Service Console for Manufacturing component to the Service Console Lightning Page Layout.
- C. Create a custom permission set to give access to the Service Console for Manufacturing app and grant it to all Service Agents.

Answer: A

Explanation:
The recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app is to grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets. These permission sets provide access to the Service Console for Manufacturing app and the components within it, such as the Customer 360 Timeline, the Asset Performance Monitor, and the Warranty Claims Manager1. Adding the Service Console for Manufacturing component to the Service Console Lightning Page Layout or creating a custom permission set are not necessary steps to enable the app functionality2. References: Set Up Users and Permissions for Manufacturing Cloud, Learn About Service Console for Manufacturing

NEW QUESTION # 90

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