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Salesforce Manufacturing-Cloud-Professional certification exam is designed for professionals who want to showcase their expertise in working with Salesforce Manufacturing Cloud. Manufacturing Cloud Accredited Professional Exam certification is ideal for individuals who have experience in managing manufacturing processes and want to demonstrate their skills in using the Salesforce platform to optimize and streamline these processes. Manufacturing-Cloud-Professional Exam focuses on topics such as product forecasting, demand planning, and order management, and tests candidates on their ability to use Salesforce Manufacturing Cloud to solve real-world manufacturing challenges.

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Manufacturing-Cloud-Professional Preparation Materials and Study Guide: Manufacturing Cloud Accredited Professional Exam - Prep4cram

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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q12-Q17):

NEW QUESTION # 12

Universal Containers (UC) has implemented Sales Cloud and Service Cloud in seven countries in EMEA for about 100 users. UC has successfully tested and signed off on additional Sales Agreements functionality. In order to have control over the rollout and monitor the adoption, UC wants to roll out in a phased manner, country by country. UC follows a single-org strategy. How should a consultant enable this rollout scenario?

- A. Deploy the new functionality and assign the Manufacturing licenses to all of the users.
- B. Deploy the new functionality and make the Sales Agreements tab visible for the designated users.
- **C. Deploy the new functionality and assign the permission set to the designated users.**

Answer: C

Explanation:

Explanation

To enable a phased rollout scenario, the consultant can deploy the new functionality to the production org and assign the Manufacturing Cloud permission set to the users who are part of the rollout. This way, only the designated users can access the Sales Agreements tab and functionality. The other users can continue to use the standard Sales Cloud or Service Cloud features without any disruption. References: Salesforce Manufacturing Cloud Implementation Guide, page 25

NEW QUESTION # 13

Universal Containers (UC) uses Sales Agreements and wants to avoid bringing actual orders data into Manufacturing Cloud. However, UC wants to use the actual orders data for its sales agreements. Which Actuals Calculation mode in the Sales Agreement setup must be selected?

- A. Manually using API upload
- **B. Automatically from orders through contracts**
- C. Manually using Actual Orders API

Answer: B

Explanation:

Explanation

According to the Salesforce Manufacturing Cloud Learning documents, the actuals calculation mode in the sales agreement setup determines how the actual quantity and amount for products are calculated from active orders associated with a sales agreement¹. If UC wants to avoid bringing actual orders data into Manufacturing Cloud, but still use it for its sales agreements, it can select the automatic mode from orders through contracts². This mode creates contracts and orders from the related list of a sales agreement record and derives the actuals from them.

References:

* Refresh Actuals Calculation Action

* Choose How Sales Agreement Actuals Are Calculated

* Approve and Activate a Sales Agreement

* Create Orders Associated with Contracts to Calculate Sales Agreement Actuals

NEW QUESTION # 14

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

Answer: A

Explanation:

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

NEW QUESTION # 15

After selecting the manufacturing template in the community creation wizard, which tool can be used to customize in the site?

- A. Process Builder
- B. Partner Builder
- C. Template Builder
- D. Site Builder
- E. Experience Builder

Answer: E

NEW QUESTION # 16

What is required before the Analytics for Manufacturing App can be created?

- A. Refresh Forecast(s) to be analyzed.
- B. Refresh Sales Agreement(s) to be analyzed.
- C. At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.
- D. At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.

Answer: C

Explanation:

Explanation

The Analytics for Manufacturing App is a prebuilt app that includes dashboards to visualize and analyze data from various Manufacturing Cloud objects, such as sales agreements, account forecasts, account manager targets, and rebates. Before you can create the app, you need to ensure that your data meets some specific requirements, otherwise the app creation fails. One of the requirements is that at least one record must exist in each of the Manufacturing Cloud objects to be analyzed, such as Order, Sales Agreement, Account Forecast, and so on. This ensures that the app has some data to work with and can generate meaningful insights. The other requirements are related to record types, permissions, and field-level security¹. References: Data Required to Create the Analytics for Manufacturing App, Set Up Analytics for Manufacturing, Deploy CRM Analytics for Manufacturing.

NEW QUESTION # 17

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