

# New Manufacturing-Cloud-Professional Exam Pdf & Manufacturing-Cloud-Professional Questions Exam

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## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q59-Q64):

### NEW QUESTION # 59

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks against product margin targets
- B. It tracks revenue growth against goals
- C. It tracks performance against account manager targets
- D. It tracks inventory utilization for a defined time frame
- E. It tracks product growth trends

Answer: B,C

### NEW QUESTION # 60

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Manufacturing Cloud license for external users
- B. External Apps
- C. Experience Cloud
- D. Visualforce pages
- E. Lightning Classic Apps

Answer: B,C

### NEW QUESTION # 61

Universal container wants to enter a sales agreement for Widget A. Which three minimum data element required on sales agreement

- A. Account, Opp, Contracts
- B. Account, Product, Orders
- C. Account, Price book, Product
- D. Opp, Pricebook, Product

Answer: C

### NEW QUESTION # 62

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

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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 a certification offered by Salesforce for individuals who have expertise in the Manufacturing Cloud solution. Manufacturing-Cloud-Professional exam is designed to test the knowledge and skills of individuals to ensure that they have a deep understanding of the solution and can implement it effectively. Manufacturing-Cloud-Professional Exam covers a wide range of topics, including the Manufacturing Cloud data model, forecasting, planning, and collaboration.

Salesforce Manufacturing-Cloud-Professional Certification Exam is designed for professionals who want to prove their expertise in

Salesforce Manufacturing Cloud. Manufacturing Cloud Accredited Professional Exam certification validates the skills and knowledge required to design, implement, and manage Manufacturing Cloud solutions. Manufacturing-Cloud-Professional exam is intended for professionals who work with manufacturers to optimize their operations and supply chain management.

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### Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q88-Q93):

#### NEW QUESTION # 88

What is the proper utilization of a System Integration Testing (SIT) environment?

- A. Used as an environment to perform system-to-system testing
- B. Used as a development environment to configure and build new applications
- C. Used as a backup and archive of production configuration and data

**Answer: A**

Explanation:

Explanation

A System Integration Testing (SIT) environment is used as an environment to perform system-to-system testing. This means that the SIT environment is used to test the integration of different systems or components that are part of the Salesforce Manufacturing Cloud solution. The SIT environment allows the verification of the functionality, performance, and reliability of the integrated systems, as well as the identification and resolution of any defects or issues that may arise during the integration process. The SIT environment is typically a replica of the production environment, but with a smaller data set and lower security requirements.

The SIT environment is also used to validate the data migration and synchronization between the source and target systems, as well as the compatibility and interoperability of the APIs and web services that are used for the integration. References:

Manufacturing Cloud - Salesforce

How to Perform Automated Integration Testing in Salesforce

Automate and Test During Integration

#### NEW QUESTION # 89

Universal container wants to enter a sales agreement for Widget A, Which three minimum data element required on sales agreement

- A. Account, Price book, Product
- B. Account, Product, Orders
- C. Opp, Pricebook, Product
- D. Account, Opp, Contracts

**Answer: A**

#### NEW QUESTION # 90

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

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

- D. Refresh Assignments
- E. Update to Assignments

**Answer: D**

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 # 91

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

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

**Answer: D**

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. References: 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 # 92

Which data load sequence should be followed when loading data into Sales agreement?

- A. Sales Agreement Product
- B. Sales Agreement Product schedule
- C. Sales Agreement

**Answer: A,B,C**

Explanation:

Explanation

n: A sales agreement is a contract between a manufacturer and a customer that specifies the terms and conditions of a long-term sales relationship. A sales agreement consists of a sales agreement record and one or more sales agreement products. A sales agreement product is a line item that represents a product or a product category that the customer agrees to purchase over a period of time. A sales agreement product schedule is a subcomponent of a sales agreement product that defines the quantity and revenue expectations for each time period within the sales agreement term. To load data into sales agreements, you must follow the correct data load sequence to ensure data integrity and avoid errors. The data load sequence is as follows:

First, load the sales agreement records, which contain the basic information about the sales agreement, such as name, account, start date, end date, status, and so on.

Second, load the sales agreement products, which are related to the sales agreement records by the Sales Agreement ID field. Each sales agreement product must have a valid product or product category, name, initial planned quantity, and price book entry.

Third, load the sales agreement product schedules, which are related to the sales agreement products by the Sales Agreement Product ID field. Each sales agreement product schedule must have a valid period, quantity, and revenue. References: Sales

## NEW QUESTION # 93

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