

New Salesforce Manufacturing-Cloud-Professional Test Duration, Manufacturing-Cloud-Professional Valid Exam Tips



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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q20-Q25):

NEW QUESTION # 20

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business. The actuals are updated directly from the orders.
In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

- A. Accounts, Sales Agreements, Sales Agreements Products, Orders
- B. Orders, Accounts, Sales Agreement, Sales Agreement Products
- C. Accounts, Sales Agreements, Sales Agreements Schedules, Orders

Answer: C

Explanation:

Explanation

The correct order of data migration from a legacy system to Manufacturing Cloud is to first migrate the accounts, then the sales agreements, then the sales agreements schedules, and finally the orders. This order ensures that the data dependencies and relationships are maintained and that the actuals are updated correctly from the orders. The sales agreements schedules are the child records of the sales agreements that specify the planned quantities and revenues for each product and time period. The orders are the child records of the accounts that capture the actual order quantities and revenues for each product and time period. The sales agreements and the orders are linked by the account-product-period combination. References: Migrate Data to Manufacturing Cloud, Sales Agreements, Orders

NEW QUESTION # 21

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

Answer: B

Explanation:

Explanation

To conduct proper testing, the end users need to have process scripts that guide them through the scenarios and use cases that they need to validate. They also need to have sandbox access to the environment where the new functionality is deployed and configured. Finally, they need to have communication guidelines that specify how to report issues, feedback, and approval. References: Salesforce Manufacturing Cloud Implementation Guide, page 23

NEW QUESTION # 22

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- A. Update the forecast display duration
- **B. Update the forecast adjustment period**
- C. Update the forecast frequency
- **D. Update the forecast start period**
- **E. Update the forecast formula**

Answer: B,D,E

Explanation:

On the Forecast settings page within Salesforce Manufacturing Cloud, actions such as updating the forecast start period, forecast adjustment period, and forecast formula will trigger the regeneration of all the eligible accounts that meet the forecast generation criteria. These updates necessitate a re-evaluation of forecast data to ensure that the forecasts remain accurate and reflective of the latest business conditions and settings. This regeneration process is integral to maintaining the integrity and relevance of forecast data, facilitating effective planning and decision-making based on the most current information .

NEW QUESTION # 23

Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

- A. Multiple by
- B. Update with
- **C. Decrease by**
- **D. Replace with**
- **E. Increase by**

Answer: C,D,E

Explanation:

Explanation

The mass update feature allows the user to update multiple values of a single metric of a sales agreement terms tab at once. This can save time and effort when making changes to the sales agreement performance or forecast data. The user can select one or more periods and one metric, and then choose one of the following actions to apply to the selected values:

Replace with: This action replaces the selected values with a new value that the user enters. For example, the user can replace the forecast quantity of 100 units with 120 units for the selected periods.

Decrease by: This action decreases the selected values by a percentage or an absolute amount that the user enters. For example, the user can decrease the forecast quantity by 10% or by 20 units for the selected periods.

Increase by: This action increases the selected values by a percentage or an absolute amount that the user enters. For example, the user can increase the forecast quantity by 15% or by 30 units for the selected periods. The other options are not valid actions for the mass update feature. There is no action called Update with or Multiple by in the mass update feature. The user can only use the actions that are available in the dropdown menu of the mass update feature. References: [Mass Update Multiple Values of a Single Metric], [Sales Agreement Term Fields]

NEW QUESTION # 24

An Admin is creating an app from the Analytics for manufacturing template in Tableau CRM for Manufacturing. Which Rebate Management object supports custom fields for rebate program(s) analysis?

- A. Rebate Program
- **B. Program Rebate Type Benefit**
- C. Rebate Member Product Aggregate
- D. Program Rebate Type

Answer: B

Explanation:

Explanation

The Program Rebate Type Benefit object supports custom fields for rebate program(s) analysis in Tableau CRM for Manufacturing. This object stores the benefit tiers for each rebate type in a rebate program. You can create custom fields on this object to capture additional criteria or attributes for the benefits, such as product category, region, or industry segment. You can then use these custom fields to filter, group, or aggregate the rebate data in the Analytics for manufacturing app1. References: Rebate Management Standard Objects

NEW QUESTION # 25

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