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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q17-Q22):

NEW QUESTION # 17

An organization is looking to support channel partners but has yet to onboard them digitally. The organization would like to work closely with its partners to plan their work and support them by providing functionality, insights, and data.

What should the organization do to fill this gap?

- **A. Leveraging Partner Visit Management functionality**
- B. Allow them to submit claims against warranty coverage
- C. Add a timeline to the Experience Cloud

Answer: A

Explanation:

Explanation

Partner Visit Management is a Manufacturing Cloud feature that helps users to plan, execute, and track their visits to channel partners, such as dealers and distributors. Users can create visit plans that define the objectives, agenda, and tasks for each visit, and assign them to partner account teams. Users can also log visit reports that capture the outcomes, feedback, and follow-up actions from each visit. This can help users to work closely with their partners, monitor their performance, provide support, and drive partner engagement

NEW QUESTION # 18

Universal Containers is using sales agreements and does not want to bring actual orders data into salesforce. However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which actual calculation option in the sales agreement setup must be selected?

- A. Manually Using actual orders API
- B. Automatically from direct orders
- **C. Manually using APL upload**
- D. Automatically from orders through contracts

Answer: C

NEW QUESTION # 19

When list views are selected for account forecasts, which two permissions options may be based on the list view so the Account managers can generate forecasts?

- **A. All users can see the list views**
- **B. Share list view with group of users**
- C. All users above hierarchy can see this list views
- D. Share list view with account owners

Answer: A,B

NEW QUESTION # 20

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

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

Answer: B

Explanation:

Explanation

Experience Builder is the tool that can be used to customize the site after selecting the manufacturing template in the community creation wizard. Experience Builder allows the admin to edit the site pages, components, branding, navigation, and settings. The admin can also preview and publish the site changes from Experience Builder. The other options are not valid tools for customizing the site. Template Builder is a tool for creating custom templates, not for editing existing ones. Site Builder is a legacy tool that is replaced by Experience Builder. Partner Builder and Process Builder are not related to site customization. References: Create a Manufacturing Cloud Community, Customize Your Community with Experience Builder

NEW QUESTION # 21

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

Answer: C

Explanation:

Explanation

To migrate data from a legacy system to Manufacturing Cloud, the administrator should follow the recommended order of data import. This order ensures that the data dependencies and relationships are maintained and that the data integrity is preserved. The recommended order of data import is as follows:

Accounts: This is the first object to import, as it represents the customers and their details. Accounts are related to Sales Agreements and Orders, so they must be imported before them.

Sales Agreements: This is the second object to import, as it represents the contractual agreements between the customers and the manufacturer. Sales Agreements are related to Sales Agreement Products and Sales Agreement Schedules, so they must be imported before them.

Sales Agreement Products: This is the third object to import, as it represents the products that are included in the Sales Agreements. Sales Agreement Products are related to Sales Agreement Product Schedules, so they must be imported before them.

Sales Agreement Product Schedules: This is the fourth object to import, as it represents the forecasted quantities and prices of the Sales Agreement Products over time. Sales Agreement Product Schedules are related to Orders, so they must be imported before them.

Orders: This is the fifth and final object to import, as it represents the actual orders placed by the customers. Orders are related to Order Products, which are automatically created when the Orders are imported.

Therefore, the correct answer is B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders. References: Import Data into Manufacturing Cloud

NEW QUESTION # 22

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