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Salesforce Manufacturing Cloud Accredited Professional is a certification program designed for professionals working in the manufacturing industry. Manufacturing Cloud Accredited Professional Exam certification is specifically designed to test the proficiency of individuals in using Salesforce Manufacturing Cloud. Manufacturing-Cloud-Professional Exam is the perfect way to demonstrate your knowledge and skills in managing manufacturing business processes using the Salesforce platform.

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Manufacturing Cloud Accredited Professional Exam (Manufacturing-Cloud-Professional) test multiple times to relieve exam stress and boosts confidence. Besides Windows, SureTorrent Salesforce Manufacturing-Cloud-Professional web-based practice exam works on iOS, Android, Linux, and Mac.

The Manufacturing Cloud Accredited Professional certification exam is a comprehensive assessment that measures the knowledge and skills of professionals in various areas related to Salesforce Manufacturing Cloud. This includes understanding the manufacturing industry and its challenges, as well as the key features and functionalities of the Salesforce Manufacturing Cloud platform. Manufacturing-Cloud-Professional Exam is designed to test a candidate's ability to use Salesforce Manufacturing Cloud to solve real-world business problems and drive success in the manufacturing industry.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q57-Q62):

NEW QUESTION # 57

Universal Containers (UC) is interested in using Manufacturing Cloud. During discovery, the business analyst identifies the following requirements:

1. UC needs the ability to set quantity and revenue targets at the manager level, and the manager needs the ability to distribute that across each member of their team and their team's accounts.
2. UC needs the ability to visualize the targets compared to the actual order amounts for the accounts with targets.
3. UC needs the ability to forecast its sales on a rolling 12-month basis using a combination of data from opportunities, long-term agreements, past orders, and market data that is uploaded periodically.

Which combination of Manufacturing Cloud features addresses the requirements above?

- A. Account Manager Targets, Account Based Forecasting, CRM Analytics for Manufacturing App
- B. Account Manager Targets, Advanced Account Forecasting, CRM Analytics for Manufacturing App
- **C. Account Manager Targets, Sales Agreements, Advanced Account Forecasting**

Answer: C

Explanation:

Explanation

Account Manager Targets allow UC to set and track quantity and revenue targets at the manager level, and distribute them to their team members and accounts¹.

Sales Agreements allow UC to manage run-rate or long-term negotiated business with their customers, and track the order realization against the agreed terms¹.

Advanced Account Forecasting allow UC to forecast their sales on a rolling 12-month basis using data from opportunities, sales agreements, past orders, and market data¹.

CRM Analytics for Manufacturing App is a prebuilt app that provides insights into sales performance, account health, and customer satisfaction, but it does not address the requirements of UC².

Account Based Forecasting is a feature that allows UC to forecast their sales based on account hierarchy, but it does not use data from sales agreements or market data³.

References:

What Is Manufacturing Cloud? - Salesforce

CRM Analytics for Manufacturing App - Salesforce

Account Based Forecasting - Salesforce

NEW QUESTION # 58

An admin wants to create new custom metric on the Account product period forecast component . What need to be done to make the metric available on the Account forecast component?

- A. Create a custom field on Account Forecast, create a custom of field on account product, map both of new fields in the account forecast setting page.
- **B. Create a custom of field on account product period forecast, , create a custom of field on account product forecast, map both of new fields in the account forecast setting page.**
- C. Create a custom of field on account forecast adjustment, Create a custom of field on account forecast adjustment period, map both of new fields in the account forecast setting page.
- D. Create a custom of field on Sales agreement product, Create a custom of field on Sales agreement product period, map both of new fields in the Sales agreement setting page

Answer: B

Explanation:

According to the Salesforce Manufacturing Cloud documentation, to create a new custom metric on the Account product period forecast component, you need to create a custom field on the Account Product Period Forecast object and another custom field on the Account Product Forecast object. Then, you need to map both of these fields in the Account Forecast setting page. This will allow you to add the custom metric to the Forecast tab of an account and track it along with the standard metrics¹. References: 1: Create Custom Fields for Account Product Forecast and Account Product Period Forecast Objects

NEW QUESTION # 59

A Salesforce Manufacturing Cloud admin wants to change the forecast frequency from quarterly to monthly in the account settings. Which two things do they need to be aware of?

- A. A full regeneration of all the eligible account forecasts will be carried out.
- B. The administrator grants them to right make changes to the forecast settings in the adjustments.
- C. A recalculation of the forecast for the accounts added since the last update will be carried out
- D. The length of the time that has elapsed since the last change to the forecast setting.
- E. All the previously active account forecasts will expire

Answer: A,E

Explanation:

Explanation

Account forecasts are long-term projections of revenue and volume for accounts based on sales agreements, opportunity products, and account manager targets. Account forecasts can be generated and displayed monthly or quarterly, depending on the business needs. The forecast frequency can be changed in the account forecast settings by an administrator. However, changing the forecast frequency has some consequences that the administrator needs to be aware of. First, a full regeneration of all the eligible account forecasts will be carried out, meaning that all the existing account forecasts will be recalculated based on the new frequency. This may take some time and consume system resources. Second, all the previously active account forecasts will expire, meaning that they will no longer be available for viewing or editing. This is to avoid confusion and inconsistency in the forecast data. Therefore, the administrator should carefully consider the impact of changing the forecast frequency and communicate the change to the account managers and other stakeholders. References: Define Account Forecast Settings, Salesforce Manufacturing Cloud Flashcards, Configure Forecast Generation and Display Settings

NEW QUESTION # 60

Which two permission sets will allow an Admin to set up Tableau CRM for Manufacturing?

- A. Manufacturing Analytics Admin
- B. Manage Analytics
- C. Manufacturing Einstein Admin
- D. Tableau CRM Plus Admin
- E. Einstein Analytics Plus User

Answer: A,C

Explanation:

To set up Tableau CRM for Manufacturing, an Admin needs to have the Manufacturing Einstein Admin permission set and the Manufacturing Analytics Admin permission set. The Manufacturing Einstein Admin permission set grants access to the Manufacturing Einstein features, such as Account Forecasting and Account Manager Targets. The Manufacturing Analytics Admin permission set grants access to the Manufacturing Analytics app and its dashboards, such as Sales Agreement Performance and Account Health¹. The other permission sets are not specific to Manufacturing Cloud and do not provide the necessary access to set up Tableau CRM for Manufacturing. Reference: 1: Set Up Users and Permissions for Manufacturing Cloud²

NEW QUESTION # 61

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

- A. Partner Builder
- B. Template Builder
- C. Site Builder

- D. Experience Builder
- E. Process Builder

Answer: D

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 is a point-and-click tool that lets you create pixel-perfect, responsive, and dynamic digital experiences for your customers, partners, and employees. You can use Experience Builder to customize the layout, branding, navigation, components, pages, and permissions of your site. You can also preview and publish your changes, and monitor the performance and usage of your site. References: Create the Manufacturing Partner Template and Add Partner Users - Salesforce, Create an LWR Site in Experience Cloud - Salesforce Developers, Experience Builder - Salesforce Help

NEW QUESTION # 62

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