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Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q123-Q128):

NEW QUESTION # 123

Universal Containers has a large number of stock keeping units (SKUs), which hinders the executive team from making decisions quickly.

Which functionality should an administrator implement to help the executive team?

- A. Sales Agreements
- B. Account Based Forecasting
- C. Product Categories

Answer: C

Explanation:

Explanation

To help the executive team make decisions quickly, the administrator should implement the Product Categories functionality in Manufacturing Cloud. Product Categories are a way of grouping products based on common attributes, such as product family, product line, or product type. By using Product Categories, the executive team can:

Filter and analyze the sales data and performance by product category, instead of by individual SKUs, which can be overwhelming and time-consuming.

Create and manage sales agreements and forecasts by product category, which can simplify the negotiation and planning processes with customers and channel partners.

Use Tableau CRM for Manufacturing to visualize and compare the sales trends and metrics by product category, and to identify the risks and opportunities for improvement.

References: [Create Product Categories Unit | Salesforce Trailhead] : [Product Categories - Salesforce Developers]

NEW QUESTION # 124

A manufacturing company makes parts designed to go into finished goods (like a cell phone). However, the company sells to distributors and contract manufacturers who make the phone for the phone brand company.

The manufacturing company is not the only approved supplier of the part.

Which feature of Manufacturing Cloud should the manufacturing company utilize to help with future opportunity planning?

- A. Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.
- B. Use Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.
- C. Use Advanced Forecasting to set the plan by part for each of the phone brands and align orders by part number to the forecast with the orders.

Answer: A

Explanation:

Explanation

Program Based Business is a feature of Manufacturing Cloud that allows you to track and manage the demand from your end customers (such as phone brands) and the supply from your channel partners (such as distributors or contract manufacturers). You can create programs for each end customer and associate them with sales agreements or opportunities. You can also assign program lines to each product or part that you sell to the end customer and specify the expected quantity and revenue. Program Based Business helps you to forecast the demand from the end customer and compare it with the actual orders from the channel partners. You can also monitor the performance of your channel partners and identify any gaps or risks in fulfilling the end customer demand.

References: [Program Based Business Overview], [Create Programs]

NEW QUESTION # 125

Which two list views are provided by default to filter account manager targets by the assigned user?

- A. Assigned by Me
- B. Active Targets
- C. Pending Targets
- D. Assigned to Me
- E. Assigned by Manager

Answer: A,D

Explanation:

Explanation

Account manager targets are records that represent the revenue goals for account managers. They can be filtered by different criteria using list views. By default, Salesforce Manufacturing Cloud provides two list views to filter account manager targets by the assigned user: Assigned by Me and Assigned to Me. Assigned by Me shows the targets that the current user has created and assigned to other users. Assigned to Me shows the targets that the current user owns and is responsible for achieving. References: Learn About Manufacturing Cloud and Explore, Filter Account Manager Targets with List Views

NEW QUESTION # 126

Universal container wants to streamline the way they collaborate on sales agreement with their channel partners which is the recommended option

- A. Leverage my domain to set up a secure site for collaboration
- B. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration
- **C. Leverage the manufacturing experience cloud template to set up a secure site for collaboration**
- D. Leverage the salesforce site manufacturing cloud template to set up a secure site for collaboration

Answer: C

Explanation:

Explanation

Manufacturing Cloud comes with a predefined manufacturing partner template that can help manufacturers collaborate efficiently with their channel partners on sales agreements, forecasts, leads, and opportunities. The manufacturing partner template is a responsive portal that provides partners with access to knowledge articles, dashboards, and reports. Partners can also update products, prices, quantities, and adjustments on sales agreements, as well as view and edit account forecasts. The manufacturing experience cloud template is built on Experience Cloud, which allows you to customize the site with branding, themes, components, and pages. You can also assign user permissions and roles for the site to control the access and visibility of your partners. References: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.com, Simplify Partner Engagement: A Guide for Manufacturers

NEW QUESTION # 127

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

- **A. Account Manager Targets**
- **B. Sales Agreements**
- C. Account Based Forecasts
- D. Rebate Management

Answer: A,B

NEW QUESTION # 128

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