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The field of information technology has seen multiple advancements lately. Reputed companies around the globe have set the Manufacturing Cloud Accredited Professional Exam Manufacturing-Cloud-Professional certification as criteria for multiple well-paid job roles. Only Manufacturing-Cloud-Professional certified will easily get high-paying posts in popular companies. Additionally, a Salesforce Manufacturing-Cloud-Professional Certification holder can climb the career ladder and get promotions within the current organization.

## Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q71-Q76):

### NEW QUESTION # 71

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

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

**Answer: C**

#### NEW QUESTION # 72

A user wants to export Account Based Forecast data to use in their Demand Planning system. They want to use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. Which two actions will enable this process?

- A. Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.
- B. Creating a report using a custom report type.
- C. Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.
- D. Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.

**Answer: A,D**

Explanation:

To export Account Based Forecast data, the user needs to add the fields that capture the forecasting quantity data, including any sales team adjustments. The 'Adjusted Forecast Quantity' field shows the forecast quantity after applying the adjustment percentage for each account product forecast. The 'Total Adjusted Forecasted Quantity' field shows the sum of the adjusted forecast quantity for all the account product forecasts in the same account forecast. These fields are available in the standard report type of 'Account Forecasts with Product Period Forecast', so there is no need to create a custom report type. Reference: What Is Manufacturing Cloud?, Create Holistic Forecasts with Advanced Account Forecasting

#### NEW QUESTION # 73

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

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

**Answer: A,B**

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 # 74

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

**Answer: C**

Explanation:

Explanation

If Universal Containers does not want to bring actual orders data into Salesforce, they can use the actual orders API to import the

data from external systems and use it to calculate the actual values of orders in sales agreements. This option allows them to analyze the effectiveness of their sales agreements without storing the orders data in Salesforce. References:

Choose How Sales Agreement Actuals Are Calculated

Sales Agreement Actuals API

### NEW QUESTION # 75

The warranty claim adjudicators on Universal Containers' global warranty team need visibility to all the claim-related data on a single page. This includes information on whether the asset is covered under warranty and a detailed breakup in terms of replaced parts and labor costs.

Which of the following permission set licenses do the claims adjudicators need for this?

- A. Industry Service Excellence and Warranty Lifecycle Management Psl
- B. Service Console for Manufacturing and Warranty Lifecycle Management Psl
- C. Warranty Lifecycle Management Psl and Claims Management Foundation

**Answer: A**

Explanation:

Industry Service Excellence and Warranty Lifecycle Management Psl are the permission set licenses that the claims adjudicators need for this requirement. Industry Service Excellence gives users access to the Service Console app, which provides a unified view of all the claim-related data on a single page. Warranty Lifecycle Management Psl gives users access to the Warranty Lifecycle Management features, which enable users to manage warranty contracts, claims, and entitlements. The other options are not sufficient for this requirement.

Service Console for Manufacturing does not include the Warranty Lifecycle Management features. Warranty Lifecycle Management Psl and Claims Management Foundation do not include the Service Console app. References: Permission Set Licenses, Set Up Users and Permissions for Manufacturing Cloud, Assign the Manufacturing Permission Sets to Users, Assign Users Permission Sets for Service Lifecycle Features in Manufacturing Cloud

### NEW QUESTION # 76

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