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The Manufacturing Cloud Accredited Professional exam covers a wide range of topics related to manufacturing, including production planning, demand forecasting, inventory management, and order management. Manufacturing-Cloud-Professional Exam is designed to test your understanding of these topics and your ability to use Salesforce Manufacturing Cloud to solve complex business problems for manufacturing organizations.

Salesforce Manufacturing Cloud Accredited Professional Exam Sample Questions (Q102-Q107):

NEW QUESTION # 102

In Salesforce Manufacturing Cloud, why is it important to validate the functionality against business process flows during implementation or system updates?

- A. To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization
- B. To optimize and streamline the manufacturing operations by leveraging the full capabilities of Salesforce Manufacturing Cloud
- C. To improve user adoption and satisfaction by customizing the system to match the organization's unique business requirements

Answer: A

Explanation:

: Validating the functionality against business process flows is a key step in the implementation or system update of Salesforce Manufacturing Cloud. It helps to ensure that the system meets the business requirements and expectations of the stakeholders, and that it can handle the various scenarios and use cases that may arise in the manufacturing industry. By validating the functionality, you can also identify and resolve any issues or gaps that may affect the system performance, usability, or security. Additionally, validating the functionality can help you to document and communicate the system changes and benefits to the end users and other parties involved in the project. Reference: Implementation Guide, System Updates

NEW QUESTION # 103

Which two statements are correct regarding the visibility of invalid team assignments?

- A. Invalid target assignments can be seen in the Invalid Target Assignments report.
- B. Invalid target assignments are shown in Invalid Team Assignments section of a target only if you are the owner of that target.
- C. Invalid target assignments are shown in the Notifications section of the Assignments tab in the target's record
- D. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record.
- E. Invalid target assignments are shown in Invalid Team Assignments related list on the Account Manager Target home page.

Answer: A,D

Explanation:

Invalid target assignments are team assignments that are no longer valid due to changes in the target or the team member. For example, if a team member leaves the company or is reassigned to another target, their existing assignments become invalid. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record. This section displays the invalid assignments for all team members who have access to the target, regardless of the ownership. Invalid target assignments can also be seen in the Invalid Target Assignments report, which is a standard report provided by Manufacturing Cloud. This report shows all the invalid assignments for the current user and their subordinates, along with the reason for the invalidity. The report can be filtered by target name, team member name, or invalidity reason. Reference: Distribute Targets and Manage Invalid Targets Unit, Manage Invalid Team Assignments

NEW QUESTION # 104

When is an appropriate time to generate the detailed technical design document when implementing Manufacturing Cloud?

- A. The detailed technical design document should be ready before engaging the business users to gather requirements.
- B. The detailed technical design document is completed after the business requirement document has been generated.
- C. The detailed technical design document should be completed after an organization goes live with Manufacturing Cloud.

Answer: B

Explanation:

Explanation

The detailed technical design document is a document that describes the technical specifications and requirements for implementing Manufacturing Cloud. It is based on the business requirement document, which is a document that captures the business needs and goals of the customer. The detailed technical design document is completed after the business requirement document has been generated, because it requires a clear understanding of the customer's business processes, pain points, and desired outcomes. The detailed technical design document should include the following information:

- * The scope and objectives of the project
- * The data model and architecture of Manufacturing Cloud
- * The integration strategy and design with other systems
- * The customization and configuration of Manufacturing Cloud features and functionality
- * The security and access control requirements

- * The testing and deployment plan
- * The change management and training plan References:
- * What Is Manufacturing Cloud?
- * Manufacturing Cloud Implementation Guide

NEW QUESTION # 105

What is required before the analytics for manufacturing App can be created?

- A. Refresh forecasts to be analyzed
- **B. At least one record must exist in each of the Manufacturing cloud objects to be analyzed**
- C. At least dashboard must exist in each of the manufacturing cloud objects to be analyzed
- D. Refresh sales agreements to be analyzed

Answer: B

Explanation:

Explanation

Before you can create the Analytics for Manufacturing app, you need to have some data in your Manufacturing Cloud objects, such as sales agreements, forecasts, orders, and so on. Without any data, the app won't be able to generate any insights or dashboards. You also need to have the Analytics for Manufacturing permission set assigned to your user account. References: What Is Manufacturing Cloud?, Create the Analytics for Manufacturing App

NEW QUESTION # 106

The Financial Team at Budget Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate management. How can an Admin ensure that this requirement is fulfilled?

- **A. Validate invoice status in ERP before bringing into Salesforce.**
- B. Update Data Processing Engine job to filter out transactions where Invoice status does not Paid
- C. Create a custom field in Transaction Journal, copy Invoice Status data into custom field, then use as an eligibility condition in Rebate Types
- D. Additional steps are not needed Only transactions with Status = Paid are included in the Journal,

Answer: A

Explanation:

Explanation

To ensure that only invoices with status paid are included in the rebate calculation, the admin should validate the invoice status in the ERP system before bringing the data into Salesforce. This way, the admin can avoid importing unnecessary or inaccurate data that might affect the rebate performance and payout. The other options are not feasible or efficient because:

* Option B is incorrect because transactions with any status are included in the journal by default. The admin needs to set up eligibility conditions in the rebate types to filter out transactions based on status or other criteria¹.

* Option C is incorrect because creating a custom field in the transaction journal and copying the invoice status data into it is redundant and time-consuming. The invoice status is already available as a standard field in the transaction journal object².

* Option D is incorrect because updating the data processing engine job to filter out transactions based on

* invoice status is not possible. The data processing engine job is used to process the data from the transaction journal into the rebate journal, and it does not have any filtering options³.

References: 1: Rebate Types 2: Transaction Journal 3: Data Processing Engine

NEW QUESTION # 107

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