

Exam Questions Manufacturing-Cloud-Professional

Manufacturing Cloud Accredited Professional Exam

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NEW QUESTION 1

Which object is required to create a Sales agreement?

- A. Account
- B. B)
- C. Contract
- D. Order
- E. Quote

Answer: A

Explanation:

A sales agreement is a long-term agreement between a buyer and a seller to negotiate price and volume of products. To create a sales agreement in Salesforce Manufacturing Cloud, you need to have an account object that represents the buyer. The account object stores the information about the customer, such as name, address, contact, industry, and so on. You can also associate a contact object with the account to specify the person who is responsible for the sales agreement. Other objects that are related to the sales agreement are sales agreement product, sales agreement product schedule, sales agreement line item, and sales agreement forecast. References: SalesAgreement | Manufacturing Cloud Developer Guide | Salesforce Developers, Sales Agreements and Forecasting in Manufacturing Cloud | Salesforce Module, Convert Opportunity to Sales Agreements in Salesforce Manufacturing Cloud

NEW QUESTION 2

An administrator has performed the data migration of sales agreements. The client would like to ensure that data wasn't lost in the process. How should the administrator test the data consistency across the legacy system and Salesforce?

- A. Create custom reports to aggregate the sales agreements' values and compare with the legacy system.
- B. Use Data Loader to generate a .csv file and manually compare it to import files.
- C. Verify the migration file and compare randomly selected lines with the legacy system.

Answer: C

Explanation:

To ensure data consistency following the migration of sales agreements, the administrator should verify the migration file and compare randomly selected lines with the legacy system. This method allows for a focused and manageable approach to validating the accuracy of the migrated data, ensuring that no data was lost or incorrectly migrated during the process. It's a practical approach that balances thoroughness with efficiency, particularly when dealing with large datasets.

NEW QUESTION 3

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%. Where should the Account owner add the additional 5%?

- A. Update the Account Forecast to 10%.
- B. Set 5% value in Account Growth.
- C. Update the Market Growth to 10%.

Answer: B

Explanation:

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities. The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of 10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast. Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION 4

Universal Containers wants to add a rebate benefit defined by a product dimension. Which related list must be defined to create this dimension?

- A. Payout Mappings
- B. Benefit Mappings
- C. Dimensions Type Mappings
- D. Rebate Type Mappings

Answer: B

Explanation:

Benefit mappings are used to define the product dimensions for a rebate benefit. Product dimensions are the criteria that determine which products are eligible for a rebate benefit. For example, you can create a product dimension based on product family, product line, or product category. You can also create custom product dimensions to suit your business needs¹. To create a product dimension for a rebate benefit, you need to add a benefit mapping related list to the benefit record and specify the dimension type and values². References: 1: Define Product Dimensions for Rebate Benefits | Salesforce Help³, 2: Create Benefits and Activate a Program Unit | Salesforce Trailhead⁴

NEW QUESTION 5

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 Target
- B. Sales Agreements, Advanced Account Forecasting
- C. Account Manager Targets, Advanced Account Forecasting, CRM Analytics for Manufacturing App
- D. Account Manager Target
- E. Account Based Forecasting, CRM Analytics for Manufacturing App

Answer: A

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 6

An account manager needs to analyze the business performance of several business units and wants to create a sales forecast based on customer accounts, products, and business units.

Which forecast solution provides the metrics the account manager is looking for?

- A. Account Forecasting
- B. Account Manager Targets
- C. Advanced Account Forecasting

Answer: C

Explanation:

The account manager looking to analyze business performance across various units and create a sales forecast based on customer accounts, products, and business units should use Advanced Account Forecasting. This solution generates baseline 360-degree forecasts considering opportunities, orders, sales agreements, historical orders, and other custom measures, providing a holistic view of business aspects.

NEW QUESTION 7

A consultant has completed an implementation and needs to import order data into Manufacturing Cloud. Which steps must the consultant follow to import all of the relevant data?

- A. Provide the client with a data template file reflecting the data mapping and identify related records (that i
- B. accounts, sales agreements). Disable irrelevant automations /rules.
- C. Request an extract of the data from the legacy system and import as-is without transformatio
- D. Disable irrelevant automations/rules.
- E. Provide the client with a data template file limited to required fields and identify required related records (that i
- F. accounts, sales agreements). Disable irrelevant automations/rules.

Answer: A

Explanation:

The correct approach for importing order data into Manufacturing Cloud involves providing the client with a comprehensive data template file that reflects the data mapping, including the identification of related records such as accounts and sales agreements. It is also crucial to disable any irrelevant automations or rules that might interfere with the data import process. This ensures a smooth transition and accurate reflection of order data within the Manufacturing Cloud environment

NEW QUESTION 8

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

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

Answer: A

Explanation:

The detailed technical design document is a document that describes the technical specifications and architecture of a solution. It is based on the functional and nonfunctional requirements that are captured in the business requirement document1. Therefore, the detailed technical design document should be completed after the business requirement document has been generated, and before the development and testing phases of the project. This ensures that the technical design aligns with the business needs and expectations, and provides a clear roadmap for the implementation team2. References: 1: Get Started with the Technical Project Documentation3, 2: Documentation and Implementation Diagrams1

NEW QUESTION 9

When loading data into Salesforce Manufacturing Cloud, following a specific order of operations is crucial to ensure data integrity and avoid errors.

Which option represents the correct order of operations for loading data into Manufacturing

Cloud?

- A. Load Products, Accounts, and Contacts first, followed by Orders and, finally, Sales Agreements.
- B. Load Account
- C. Sales Agreements, and Orders first followed by Contacts and, finally, Products.
- D. Products.
- E. Load Accounts, Contacts, and Products first, followed by Sales Agreements and, finally, Orders.

Answer: C

Explanation:

- ? To load data into Manufacturing Cloud, you need to follow a specific order of operations to ensure data integrity and avoid errors1.
 - ? The order of operations is based on the dependencies and relationships between the objects in Manufacturing Cloud1.
 - ? The recommended order of operations is as follows1:
 - ? The other options are incorrect because they do not follow the recommended order of operations and may cause data integrity issues or errors.
- References:
- ? Load Data into Manufacturing Cloud - Salesforce

NEW QUESTION 10

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer. Each agreement contains Product A. Via manual API upload, a new order containing Product A comes in for the current quarter. Which Sales Agreement will this new order be linked to?

- A. The Sales Agreement that was activated last will be linked to the order.
- B. The Sales Agreement that was activated first will be linked to the order.
- C. The Sales Agreement can only be linked manually to the order.
- D. The Sales Agreement that was selected by custom logic will be linked to the order.

Answer: D

Explanation:

- When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to. You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last1. References:
- ? Sales Agreements and Forecasting in Manufacturing Cloud
 - ? Set Up and Configure Sales Agreements

NEW QUESTION 10

Universal Containers (UC) wants to implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division. UC would like to see stock parts on a rolling monthly basis, with forecasted revenue and quantity. Engineered-to-order parts are ordered less frequently, so UC would like to see these on a rolling quarterly basis but with the same two metrics. What should a Manufacturing Cloud consultant recommend for configuring forecasting?

- A. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.
- B. Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.
- C. Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.

Answer: A

Explanation:

- ? To configure forecasting in Manufacturing Cloud, UC needs to create and configure forecast sets, which are the primary building blocks for generating forecasts1.
 - ? A forecast set contains information such as the forecast period, the forecast fact object, the forecast frequencies, the data processing engine definitions, the forecast dimensions, and the forecast measures1.
 - ? UC has two different divisions with different forecasting needs, so they need to create two forecast sets, one for each division2.
 - ? Each forecast set needs to have a different period group, which defines the time periods for forecasting. For the stock parts division, UC needs a monthly period group, and for the engineered-to-order parts division, UC needs a quarterly period group2.
 - ? Each forecast set also needs to have two forecast metrics, which are the measures that UC wants to forecast. In this case, UC wants to forecast revenue and quantity for both divisions2.
 - ? The other options are incorrect because they do not match the requirements of UC. Option B would create only one forecast set, which would not allow UC to differentiate between the two divisions. Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.
- References:
- ? Create and Configure Forecast Sets - Salesforce
 - ? Configure Forecast Sets Unit | Salesforce Trailhead

NEW QUESTION 14

An Admin is creating an app from the Analytics for manufacturing template in Tableau CRM for Manufacturing. Which Rebate Management object supports custom fields for rebate program(s) analysis?

- A. Program Rebate Type Benefit
- B. Program Rebate Type
- C. Rebate Program
- D. Rebate Member Product Aggregate

Answer: A

Explanation:

Program Rebate Type Benefit is a Rebate Management object that supports custom fields for rebate program(s) analysis. It is used to define the benefit tiers for a rebate type, such as the percentage or amount of rebate that is paid out based on the achievement of a certain threshold. Program Rebate Type Benefit can have custom fields that specify the criteria by which the benefits vary, such as product category, region, or industry segment. These custom fields can be used in the Analytics for manufacturing app in Tableau CRM for Manufacturing to create dashboards and reports that show the

performance and impact of rebate programs. References: Rebate Management Standard Objects - Salesforce Developers, Deploy and Use Rebate Analytics -Salesforce, Salesforce Manufacturing Cloud Flashcards

NEW QUESTION 17

A Salesforce consultant built an integration that calls an external endpoint via an Apex callout. However, the callout is failing with the following error: "System.CalloutException: Unauthorized endpoint". What should the consultant do to fix this error?

- A. Create a connected app for the external system.
- B. Register the URL in Remote Site Settings.
- C. Ensure that the integration user has the necessary permissions to perform the callout.

Answer: B

Explanation:

The error ??System.CalloutException: Unauthorized endpoint?? indicates that the external endpoint is not whitelisted in Salesforce. To allow Apex callouts to access an external endpoint, the administrator or the developer must register the URL in Remote Site Settings. This is a security feature that prevents unauthorized access to external resources from Apex code. Creating a connected app for the external system or ensuring that the integration user has the necessary permissions to perform the callout are not sufficient to fix this error, as they do not address the issue of whitelisting the endpoint¹². References: Apex Developer Guide: Making HTTP Callouts, Apex Developer Guide: Remote Site Settings

NEW QUESTION 20

A custom metric for display on Agreement Terms is needed based on the business requirements. Custom fields and mappings are required between the custom fields of the Sales Agreement Product and Sales Agreement Product Schedule objects. What should an administrator consider while designing for this requirement?

- A. Only number, percent, and currency field types are available for mapping.
- B. Only number, formula, and value field types are available for mapping.
- C. Only number, currency, and formula field types are available for mapping.

Answer: C

Explanation:

To create a custom metric for display on Agreement Terms, you need to create custom fields on the Sales Agreement Product and Sales Agreement Product Schedule objects, and map them using the Data.com Administration tool. The custom fields must have the same data type as the default fields, and only number, currency, and formula field types are available for mapping. Therefore, the correct answer is C. Only number, currency, and formula field types are available for mapping. References: Customize Salesforce Field Mappings, Create Custom Fields for Sales Agreement Products and Schedules

NEW QUESTION 23

Service agents can't see the Service Console for Manufacturing app despite the administrator enabling Service Console for Manufacturing in the setup. What is the recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app?

- A. Grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets
- B. Add the Service Console for Manufacturing component to the Service Console Lightning Page Layout.
- C. Create a custom permission set to give access to the Service Console for Manufacturing app and grant it to all Service Agents.

Answer: A

Explanation:

The recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app is to grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets. These permission sets provide access to the Service Console for Manufacturing app and the components within it, such as the Customer 360 Timeline, the Asset Performance Monitor, and the Warranty Claims Manager¹. Adding the Service Console for Manufacturing component to the Service Console Lightning Page Layout or creating a custom permission set are not necessary steps to enable the app functionality². References: Set Up Users and Permissions for Manufacturing Cloud, Learn About Service Console for Manufacturing

NEW QUESTION 28

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- A. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type= Other, on the Account Manager object
- B. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object
- C. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object
- D. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object

Answer: C

Explanation:

The Account Manager Target object represents a target created by an account manager for a fiscal year, measure, and target value¹. To measure the account managers on a CSAT target, the admin should add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object. This way, the account managers can create and assign targets for the CSAT measure to their direct reports². The other options are incorrect because they either use the wrong object, field, or value for the CSAT target. References: Create and Assign Targets, Set Up and Configure Account Manager Targets, Discuss Salesforce Manufacturing-Cloud-Professional Exam Topic 1 Question 19, Manufacturing Cloud Developer Guide

NEW QUESTION 29

Universal Containers (UC) wants to enrich the warranty claims experience for partners and distributors. UC wants its partners and distributors to submit warranty claims and closely track their status from the Manufacturing Experience Cloud site. Which standard object captures Type, Reason, and Account information?

- A. Claim Participant
- B. Claim
- C. Claim Item

Answer: B

Explanation:

The standard object that captures Type, Reason, and Account information for warranty claims is Claim. A Claim record represents a request made by a partner, dealer, or distributor to the manufacturer to repair, replace, or provide a refund for a defective asset¹. The Claim object has fields such as Claim Type, Claim Reason, and Account Name that store this information². References: How Warranty Claim Information Is Represented in Manufacturing Cloud, Claim Fields in Manufacturing Cloud

NEW QUESTION 31

Universal Containers has implemented Rebate Management and wants to define the Benefit information section of a Rebate Type Benefit. Which Sequence of Minimum and Maximum Range values would be valid?

- A. 0 to 100
- B. 101 to 200
- C. 201 to 300
- D. 301 to 400

Answer: A

Explanation:

Rebate Management allows businesses to create and manage rebate programs that reward their partners for meeting sales targets. A rebate program consists of a rebate type, which defines the incentive structure, and a rebate agreement, which specifies the eligible partners and products. A rebate type benefit is a component of a rebate type that defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. A benefit tier is a subcomponent of a rebate type benefit that specifies a range of sales targets and applicable benefit values. The minimum and maximum range values of a benefit tier must be positive integers and must not overlap with other benefit tiers in the same benefit. Therefore, the sequence of 0 to 100 is valid, while the other sequences are not. References: Rebate Management, Create and Manage Rebate Programs, Rebate Management Workflow

NEW QUESTION 34

Which three permission set are available with Manufacturing Cloud?

- A. Manufacturing Price Book
- B. Manufacturing Account Forecast
- C. Manufacturing Sales Agreements
- D. Manufacturing Sales Orders
- E. Manufacturing Account Manager Target

Answer: BCE

Explanation:

Manufacturing Cloud provides three permission sets related to Sales Agreements, Account Forecasting, and Account Manager Targets. These permission sets give users access to the features and data models that are specific to the manufacturing industry. The permission sets are:

- ? Manufacturing Account Forecast: This permission set lets users track account forecasts for quantity and revenue metrics of products. Users can view and edit the Account Product Forecast and Account Product Period Forecast objects, as well as the related objects such as Account, Product, and Sales Agreement.
- ? Manufacturing Sales Agreements: This permission set gives users access to sales agreements that work with orders, contracts, and more. Users can view and edit the Sales Agreement and Sales Agreement Line Item objects, as well as the related objects such as Account, Product, and Order.
- ? Manufacturing Account Manager Target: This permission set gives users access to Account Manager Target features that include creating, assigning, and distributing targets. Users can view and edit the Account Manager Target and Account Manager Target Line Item objects, as well as the related objects such as Account, Product, and Sales Agreement.

References: Assign the Manufacturing Permission Sets to Users, Set Up Users and Permissions for Manufacturing Cloud

NEW QUESTION 39

What is the recommended way to calculate an Account Based Forecast for the next 13 months in the formula builder?

- A. Create a two-part validation rule for periods 1-12 and period 13.
- B. Create separate formulas for periods 1-12 and period 13.
- C. Create a two-part formula for periods 1-12 and period 13.
- D. Create an approval process for periods 1-12 and period 13.
- E. Create 13 separate formulas.

Answer: B

Explanation:

According to the Salesforce Manufacturing Cloud documentation, you can use the Formula Builder on the Account Forecasting page in Setup to create formulas for forecast calculations. You can define your own formulas for quantity and revenue based on sales agreements, orders, opportunities, and account metrics. You can create either a single formula for all periods, or multiple formulas for different period ranges. If the forecast display period is 12 months, you can create up to 12 formulas. However, if you want to calculate an account based forecast for the next 13 months, you need to create separate formulas for periods 1-12 and period 13, because the Formula Builder does not support more than 12 periods in a single formula. This way, you can ensure that the forecast calculations are accurate and consistent for each month. References: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

NEW QUESTION 40

What is a key first step for Manufacturing Cloud implementation?

- A. Configure forecast regeneration settings.
- B. Enable Manufacturing Cloud features in Setup.
- C. Enable Manufacturing Cloud permissions for users.

Answer: B

Explanation:

The first step for Manufacturing Cloud implementation is to enable Manufacturing Cloud features in Setup. This step allows you to access the Manufacturing Cloud objects, fields, tabs, and components in your org. You can enable Manufacturing Cloud features for Sales, Service, or both, depending on your business needs. To enable Manufacturing Cloud features, you need to have the Customize Application permission and the Manufacturing Cloud license assigned to you¹. References: Enable Manufacturing Cloud Features

NEW QUESTION 45

Partner managers from Universal Containers (UC) are performing onsite visits to their distribution partners. During the visit they have a goal of getting partners to renew the terms of their sales agreements with UC. Leadership wants to understand how effective these in-person visits are in getting partners to renew. They would also like to standardize the tasks to be performed during these visits and report on this data in Salesforce.

Which features should a Manufacturing Cloud consultant recommend to meet these requirements?

- A. Partner Visit Management, Advanced Account Forecasting, and CRM Analytics for Manufacturing
- B. Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators
- C. Partner Visit Management, Experience Cloud, and Service Console for Manufacturing

Answer: B

Explanation:

To meet the requirements of UC, a Manufacturing Cloud consultant should recommend the following features: Partner Visit Management, Action Plans, and Generic Visit Key Performance Indicators. Partner Visit Management helps sales managers schedule visits to dealer and distributor locations, monitor performance, follow up on sales agreements, and capture key metrics¹. Action Plans allow sales managers to create lists of tasks and associated assessment indicators that are commonly repeated across multiple visits². Generic Visit Key Performance Indicators enable sales managers to compare the expected metrics versus the actual metrics for the key performance indicators they defined and then take necessary actions³. These features help UC to standardize the tasks to be performed during visits, understand how effective these visits are in getting partners to renew, and report on this data in Salesforce. The other features are not relevant for the given scenario. Advanced Account Forecasting is used to create holistic forecasts based on sales agreements, orders, opportunities, and account metrics⁴. CRM Analytics for Manufacturing is used to gain insights into sales performance, pipeline health, and customer satisfaction. Experience Cloud is used to create branded digital experiences for customers, partners, and employees. Service Console for Manufacturing is used to provide customer service and support across multiple channels. References: Partner Visit Management Workflow, Build Distributor Relationships with Partner Visit Management, Strengthen Relationships with Partners, Create Holistic Forecasts with Advanced Account Forecasting, [CRM Analytics for Manufacturing], [Experience Cloud], [Service Console for Manufacturing]

NEW QUESTION 50

Which data load sequence should be followed when loading data into Sales agreement?

- A. Sales Agreement
- B. Sales Agreement Product
- C. Sales Agreement Product schedule

Answer: ABC

Explanation:

n: A sales agreement is a contract between a manufacturer and a customer that specifies the terms and conditions of a long-term sales relationship. A sales agreement consists of a sales agreement record and one or more sales agreement products. A sales agreement product is a line item that represents a product or a product category that the customer agrees to purchase over a period of time. A sales agreement product schedule is a subcomponent of a sales agreement product that defines the quantity and revenue expectations for each time period within the sales agreement term. To load data into sales agreements, you must follow the correct data load sequence to ensure data integrity and avoid errors. The data load sequence is as follows:

? First, load the sales agreement records, which contain the basic information about the sales agreement, such as name, account, start date, end date, status, and so on.

? Second, load the sales agreement products, which are related to the sales agreement records by the Sales Agreement ID field. Each sales agreement product must have a valid product or product category, name, initial planned quantity, and price book entry.

? Third, load the sales agreement product schedules, which are related to the sales agreement products by the Sales Agreement Product ID field. Each sales agreement product schedule must have a valid period, quantity, and revenue. References: Sales Agreement, Sales Agreement Product, Sales Agreement Product Schedule, Data Load Sequence for Manufacturing Cloud

NEW QUESTION 53

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- A. Update the forecast start period
- B. Update the forecast adjustment period
- C. Update the forecast formula
- D. Update the forecast frequency
- E. Update the forecast display duration

Answer: ABC

Explanation:

On the Forecast settings page within Salesforce Manufacturing Cloud, actions such as updating the forecast start period, forecast adjustment period, and forecast formula will trigger the regeneration of all the eligible accounts that meet the forecast generation criteria. These updates necessitate a re-evaluation of forecast data to ensure that the forecasts remain accurate and reflective of the latest business conditions and settings. This regeneration process is integral to maintaining the integrity and relevance of forecast data, facilitating effective planning and decision-making based on the most current information .

NEW QUESTION 56

An administrator has updated the team member hierarchy type from Forecasts hierarchy to Manager hierarchy on the account manager target. What will happen to existing targets?

- A. All access to existing targets will be deleted.

- B. Status for all existing targets will become Read-only.
- C. Status for all existing targets will become Draft.

Answer: B

Explanation:

When an administrator changes the team member hierarchy type for account manager targets, the existing targets are affected by this change. The status of all existing targets becomes read-only, which means that they cannot be edited or deleted. This is to prevent any inconsistency or data loss due to the change in hierarchy. The new hierarchy type will apply only to the new targets that are created after the change. References: Choose Team Member Hierarchy for Account Manager Targets

NEW QUESTION 58

Which two statements are correct about sales agreement cloning?

- A. The product details are copied over from the original sales agreement
- B. The new sales agreement is created in draft status
- C. The default start date of the new sales agreement is equal to the start date of the original sales agreement
- D. The new sales agreement is created in activated status
- E. The agreement term details are copied over from the original sales agreement

Answer: AB

Explanation:

Sales agreement cloning is a feature that allows users to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for different accounts or time periods. When cloning a sales agreement, the product details, such as product name, quantity, price, and discount, are copied over from the original sales agreement. The new sales agreement is created in draft status, which means it can be edited and submitted for approval. The default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The agreement term details, such as metrics, actuals, and forecasts, are not copied over from the original sales agreement, as they are specific to each sales agreement and time period. References: Clone a Sales Agreement, Sales Agreement Cloning

NEW QUESTION 62

Which dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts?

- A. Customers Health
- B. Sales Agreement Insights
- C. White Space Analysis
- D. Account Insights
- E. Accounts Health

Answer: E

Explanation:

The Accounts Health dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts. Revenue realization is the actual revenue as a percentage of planned revenue. Length of relationship is the duration between today and the start date of the first sales agreement with an account. Customer lifetime value is the total of revenue generated to date and revenue anticipated from the account. These metrics help the user to assess the performance and potential of each account and identify opportunities for growth or retention. References: Calculate Key Performance Indicators Using CRM Analytics, Calculating Customer Lifetime Value (CLV) With Salesforce, How to calculate customer lifetime value

NEW QUESTION 67

A Salesforce consultant has been tasked with creating an integration user to facilitate order data from an Enterprise Resource Planning (ERP) system into Sales Agreements. The integration will require the ability to write to a custom object.

How should the consultant extend access to grant the necessary permissions for the integration user?

- A. Use a Salesforce administrator account as an integration user and the necessary access will already be granted.
- B. Create permission sets and permission set groups to extend access and grant necessary permissions, then assign it to an integration user.
- C. Extend access and grant necessary permissions through the integration user profile.

Answer: B

Explanation:

For integrating order data from an ERP system into Sales Agreements in Salesforce, the best practice is to create specific permission sets and possibly permission set groups that grant the necessary permissions, including write access to custom objects. These permission sets should then be assigned to the integration user account. This approach ensures that the integration user has precisely the access needed without the broad permissions that would come with using a Salesforce administrator account. It also allows for more granular control and security by limiting permissions to only those necessary for the integration's functionality .

NEW QUESTION 72

An organization does not have Account Forecasting Model set up. Based on the analysis it has done, the organization has agreed to set up Account Forecasting from 1 Jan 2024 for a period of 18 months. The current period is Feb 2024.

Which values will need to be set up for the start period?

- A. 18
- B. 2
- C. 18
- D. 2
- E. 1

Answer: B

Explanation:

- ? The start period is the number of periods before or after the current period that the forecast generation starts from1.
 - ? To generate forecasts from a future period, a positive start period offset is required2.
 - ? Since the current period is Feb 2024 and the organization wants to start forecasting from Jan 2024, the start period offset is 2 (Jan 2024 is two periods before Feb 2024).
 - ? The other options are incorrect because they do not match the desired start period for the organization.
- References:
- ? Configure Account Forecasts - Salesforce
 - ? Considerations for Advanced Account Forecasting - Salesforce

NEW QUESTION 74

Which method can be used to calculate Actuals for sales agreements?

- A. Automatically from contracts through orders.
- B. Manually using api upload
- C. Automatically from orders through contracts
- D. Automatically from direct orders
- E. Automatically from direct contracts

Answer: D

Explanation:

One of the methods to calculate Actuals for sales agreements is to automatically derive them from direct orders. A direct order is an order that is created from the related list of a sales agreement record. A daily automated process calculates the product quantity fulfilled in each activated order, and then updates that quantity in the sales agreement. This method allows you to track the actual performance of your sales agreements based on the orders placed by your customers or partners. You can also use other methods to calculate Actuals, such as importing quantities from external sources, or using orders associated with contracts. References: Create Orders to Calculate Sales Agreement Actuals, How Are Sales Agreement Actuals Calculated?

NEW QUESTION 75

What is the purpose of defining the renewal days for sales agreement

- A. Determines the beginning of the sales agreement
- B. Determines the beginning of the renewal period
- C. Determines the end of the sales agreement
- D. Determines the end of the sales agreement

Answer: B

Explanation:

The renewal days for sales agreement is a setting that defines the number of days before the end date of a sales agreement to mark the beginning of the renewal period. Users can renew a sales agreement only when the renewal period starts. This helps to plan ahead and negotiate better terms for the next sales agreement1. References: 1: Define Renewal Period for Sales Agreements | Salesforce Help2

NEW QUESTION 80

Manufacturing Cloud supports which two types of Experience Clouds?

- A. Customer
- B. Partner
- C. External Apps (+)
- D. Internal
- E. Employee

Answer: AB

Explanation:

Manufacturing Cloud supports two types of Experience Clouds: Customer and Partner. Experience Cloud is a digital experience platform that enables you to create secure websites, portals, and apps with connected data. Customer Experience Cloud allows you to build self-service portals, help centers, and storefronts for your customers, where they can access their account information, order products, manage cases, and more. Partner Experience Cloud allows you to build partner portals, channel management solutions, and microsites for your partners, where they can collaborate with you, manage leads and opportunities, access marketing campaigns, and more. Manufacturing Cloud also provides a standard Manufacturing Experience Cloud Template that includes two key functionalities: Sales Agreements and Account Based Forecasts. References: Experience Cloud | Salesforce DXP, What Is Experience Cloud?, Manufacturing Experience Cloud Template.

NEW QUESTION 83

In Tableau CRM for manufacturing which security predicate ??????????. ManagerId

- A. use Role Hierarchy
- B. Manufacturing Cloud Hierarchy
- C. Account Hierarchy
- D. Row level Sharing for territories
- E. Use Manager Hierarchy

Answer: E

Explanation:

A security predicate is a filter that restricts access to data based on user attributes. In Tableau CRM for manufacturing, you can use the Manager Hierarchy security predicate to limit data access based on the user's manager. For example, if you want to show only the sales agreements that belong to the user or their direct reports, you can use the Manager Hierarchy security predicate with the ManagerId field. This way, each user can see only the data that is relevant to them and their team. References: Add Row-Level Security with a Security Predicate, Developing and Managing Tableau CRM Assets in Production

NEW QUESTION 86

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

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

Answer: B

Explanation:

o help the executive team make decisions quickly, an administrator should implement Product Categories functionality. Product Categories are a way of grouping products based on common characteristics, such as type, brand, flavor, or package¹². By using Product Categories, the executive team can easily filter, sort, and analyze the large number of SKUs in their business. They can also use Product Categories to create sales agreements and forecasts at different levels of granularity¹. References: Manage Products and Categories in a Sales Agreement, Configure Product Hierarchies Unit

NEW QUESTION 91

What is the proper utilization of a System Integration Testing (SIT) environment?

- A. Used as a backup and archive of production configuration and data
- B. Used as a development environment to configure and build new applications
- C. Used as an environment to perform system-to-system testing

Answer: C

Explanation:

A System Integration Testing (SIT) environment is used as an environment to perform system-to-system testing. This means that the SIT environment is used to test the integration of different systems or components that are part of the Salesforce Manufacturing Cloud solution. The SIT environment allows the verification of the functionality, performance, and reliability of the integrated systems, as well as the identification and resolution of any defects or issues that may arise during the integration process. The SIT environment is typically a replica of the production environment, but with a smaller data set and lower security requirements. The SIT environment is also used to validate the data migration and synchronization between the source and target systems, as well as the compatibility and interoperability of the APIs and web services that are used for the integration. References:

? Manufacturing Cloud - Salesforce

? How to Perform Automated Integration Testing in Salesforce

? Automate and Test During Integration

NEW QUESTION 93

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

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

Answer: BD

Explanation:

The standard Manufacturing Experience Cloud Template includes functionalities such as Sales Agreements and Account Manager Targets among its offerings. Sales Agreements help manage and track the terms of sales between a business and its customers, while Account Manager Targets facilitate setting and tracking sales targets for account managers. These functionalities are integral to streamlining sales operations and enhancing the management of customer relationships within the Manufacturing Cloud .

NEW QUESTION 98

The warranty claim adjudicators on the global warranty team at Universal Containers noticed that the Claims page in the Warranty Lifecycle Management app is not showing when the warranty for the asset ends.

What should the consultant recommend the warranty team do as part of claims processing?

- A. Register the asset by creating the Asset record and Asset Warranty Terms record for the asset.
- B. Register the asset by creating the Asset record and Warranty Term Coverages record for the asset.
- C. Register the asset by creating the Asset record and Product Warranty Terms record for the asset

Answer: A

Explanation:

To address the issue of the Claims page not showing when the warranty for the asset ends, the consultant should recommend registering the asset by creating the Asset record and the Asset Warranty Terms record. This ensures that all relevant warranty information, including the end date, is captured and displayed as part of the claims processing workflow, thus providing warranty claim adjudicators with the complete data needed for effective claims management.

NEW QUESTION 99

What are some key considerations in ensuring an efficient and successful global rollout of Manufacturing Cloud?

- A. Manufacturers may have one or many versions of core systems like an Enterprise Resource Planning (ERP) that will require integrations and design considerations that vary.
- B. Rollouts must be phased rather than done simultaneously because Manufacturing Cloud has regional and data volume limitations.
- C. There are language requirements, legal variation by geography, and cultural differences.

Answer: AC

Explanation:

n: When planning a global rollout of Manufacturing Cloud, some key considerations are:

? Manufacturers may have one or many versions of core systems like an Enterprise Resource Planning (ERP) that will require integrations and design considerations that vary. Manufacturing Cloud can integrate with existing ERP systems and Order Management Systems (OMS) by using APIs, the MuleSoft Accelerator for Manufacturing, or other middleware solutions¹. However, different versions of ERP systems may have different data models, business processes, and security requirements that need to be taken into account when designing and implementing the integrations².

? There are language requirements, legal variation by geography, and cultural

differences. Manufacturing Cloud supports multiple languages and currencies, but it also needs to comply with the local laws and regulations of each country or region where it operates¹. For example, there may be different tax rules, privacy policies, or data protection standards that affect how Manufacturing Cloud handles and stores customer data³. Additionally, there may be cultural differences in how customers and partners communicate, negotiate, and collaborate, which may require adjustments in the user interface, workflows, and analytics of

Manufacturing Cloud⁴. References: Considerations for Working with Manufacturing, What Is Manufacturing Cloud?, Salesforce Blog: Manufacturing Cloud, Salesforce Manufacturing Cloud: enabling customer centricity for manufacturers

NEW QUESTION 102

Many of Universal Containers' management teams must travel to different production facilities as part of their regular work. They require access to features on their desktop and mobile devices to view and approve sales agreements.

What is an important consideration to keep in mind when preparing and conducting testing?

- A. The Mobile User permission must be assigned to the test users.
- B. Sales Agreement features are not available on mobile devices, but approvals can be done via email.
- C. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is required.

Answer: A

Explanation:

To test Manufacturing Cloud features on mobile devices, the test users need to have the Mobile User permission assigned to them. This permission enables them to access the Salesforce mobile app and use the features that are available on mobile, such as viewing and approving sales agreements¹. Sales Agreement features are available on mobile devices, and approvals can be done via the mobile app or email². When testing Manufacturing Cloud for mobile, a Wi-Fi connection is not required, but it is recommended for better performance³. References: Automated Testing with the Salesforce Mobile App & Appium, Sales Agreement Management, Online Testing Cloud for Salesforce Websites

NEW QUESTION 103

Which three options can be defined by an Admin in the Setup area in Account Manager Targets?

- A. Price Book
- B. Target Measure Type
- C. Team Member Hierarchy
- D. Distribution Frequency
- E. Default Currency

Answer: BCD

Explanation:

Account Manager Targets is a feature of Manufacturing Cloud that allows you to set up and manage sales goals and track performance for your account managers and their teams. To use this feature, you need to enable it in Setup and define some settings that affect how targets are created, assigned, and distributed. The three options that can be defined by an admin in the Setup area in Account Manager Targets are:

? Target Measure Type: This is the unit of measurement for the targets, such as revenue, volume, or any custom measure. You can define up to three target measure types for your org and assign them to different target types. For example, you can have a target type for revenue and another one for volume, and use different target measure types for each one.

? Team Member Hierarchy: This is the hierarchy that determines how targets are rolled up from individual account managers to their managers and so on. You can use the standard User Role hierarchy or a custom hierarchy based on a custom object. The hierarchy affects how targets are distributed, aggregated, and reported.

? Distribution Frequency: This is the frequency at which targets are distributed from parent targets to child targets. You can choose from monthly, quarterly, or yearly distribution. The distribution frequency affects how targets are calculated and displayed for different time periods.

References: Account Manager Targets in Manufacturing Cloud | Salesforce Trailhead Module, Enable Account Manager Targets - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module

NEW QUESTION 104

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 Sales agreement product, Create a custom of field on Sales agreement product period, map both of new fields in the Sales agreement setting page
- D. 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.

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 105

Which two options can be used to populate a custom metric so that it shows on forecast grid?

- A. Implement a record trigger flow on Account Product Forecast (APF)
- B. Implement an apex trigger on Account Product Forecast (APF)
- C. Used to recalculate all forecast button on the account forecast settings page
- D. Implement an apex trigger on Account Product period Forecast (APPF)
- E. Implement a record trigger on Account Product period Forecast (APPF)

Answer: AD

Explanation:

You can use apex triggers to populate a custom metric on the forecast grid. A custom metric is a field that you can add to the Account Product Forecast (APF) or Account Product Period Forecast (APPF) objects to display additional information on the forecast grid. For example, you can create a custom metric to show the profit margin or the cost of goods sold for each product. To populate a custom metric, you need to write an apex trigger on the APF or APPF object that calculates the value of the custom metric based on the data in the record. You can use the standard or custom fields in the APF or APPF object as inputs for the calculation. For example, you can use the Planned Quantity, Planned Revenue, and Product Cost fields to calculate the profit margin. You can also use the fields from the related objects, such as the Account, Product, or Sales Agreement, by using the relationship queries. For example, you can use the Account Name or the Sales Agreement Status fields to filter the records for the calculation. After writing the apex trigger, you need to deploy it to your org and activate it. Then, you can add the custom metric field to the forecast grid layout and see the values populated on the grid. References: Create Custom Metrics for Account Forecasts, Apex Developer Guide, Relationship Queries

NEW QUESTION 108

What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

- A. Delete, add, clone and transform journal transactions.
- B. Query, extract, filter and aggregate journal transactions
- C. It includes custom metrics in the transaction journal
- D. It applies the benefit structure and creates payouts

Answer: B

Explanation:

Data Processing Engine (DPE) is a feature of Rebate Management that allows you to transform data that is available in your Salesforce org and write back the transformation results as new or updated records. You can use DPE to process data for standard and custom objects. Rebate Management has DPE templates that you can clone and customize to suit your business needs. The templates either help you to aggregate transactions by different criteria, or help you to manage other rebate processes. The out-of-the-box DPE jobs in Rebate Management use the templates to query, extract, filter and aggregate journal transactions based on the eligibility criteria and calculation definitions of the rebate types. The aggregated data is then stored in the Rebate Member Product Aggregate object, which is used to calculate the payouts for the program members. References: Data Processing Engine in Rebate Management | Salesforce Trailhead Module, Data Processing Engine Templates with Rebate Management - Salesforce, Data Processing Engine | Rebate Management Developer Guide | Salesforce Developers, Data Processing Engine, Batch Management, and Invocable Actions | Rebate Management Developer Guide | Salesforce Developers

NEW QUESTION 109

Which two objects do not support triggers?

- A. Account Forecast Adjustments (AFA)
- B. Account Forecast (AF)
- C. Account Product Period Forecast (APPF)
- D. Account Product Forecast (APF)

Answer: AB

Explanation:

According to the Salesforce Manufacturing Cloud documentation¹, the Account Forecast Adjustments (AFA) and Account Forecast (AF) objects do not support triggers. These objects are used to store the manual adjustments and the rolling forecast records of a particular account, respectively. The other two objects, Account Product Period Forecast (APPF) and Account Product Forecast (APF), do support triggers. These objects are used to store the quantity and revenue information of a product in a particular time period and the cumulative values for a product across all periods, respectively. References: Manufacturing Cloud Standard Objects

NEW QUESTION 110

The Financial Team at Budger 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. Additional steps are not needed. Only transactions with Status = Paid are included in the Journal.
- 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. Update Data Processing Engine job to filter out transactions where Invoice status does not Paid.

Answer: A

Explanation:

To ensure that rebates are paid out only on invoices that have status paid, an admin can create a custom field in the Transaction Journal object, and copy the invoice status data from the source system into that field. Then, the admin can use that field as an eligibility condition in the Rebate Types, so that only transactions that match the criteria are included in the rebate calculation. This way, the admin can avoid paying rebates on invoices that are not yet paid, or that are canceled, refunded, or disputed. References: [Rebate Management - Salesforce Help], Create and Manage Rebate Types - Salesforce Help, Create and Manage Transaction Journals - Salesforce Help, Create and Manage Data Processing Engine Definitions - Salesforce Help, Rebate Management for Manufacturing Cloud - Salesforce Help

NEW QUESTION 114

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating

actuals against account manager targets?

- A. Other User
- B. Opportunity Owner
- C. Custom Lookup Field for a user on Account.
- D. Order Owner
- E. Account Owner

Answer: ADE

Explanation:

These three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard when calculating actuals against account manager targets. The configuration wizard guides users through the creation of an app from the Analytics for Manufacturing template and allows them to customize the data and settings for the app. One of the settings is to choose who gets credit for the orders, which determines how the actual revenue is attributed to the account managers. The user can select one of the following options:

? Account Owner: This option credits all orders to the account owner's actual revenue, regardless of who owns the order. This is useful when the account owner is responsible for the overall relationship and revenue of the account.

? Order Owner: This option credits all orders to the order owner's actual revenue, regardless of who owns the account. This is useful when the order owner is responsible for the individual order and revenue of the order.

? Other User: This option credits all orders to a custom user's actual revenue, based on a custom lookup field for a user on the account. This is useful when there is a different user, such as a sales engineer or a partner, who is responsible for the order and revenue of the order.

References: = Create and Share an App from the Analytics for Manufacturing Template, Salesforce Authentication - Tableau, The Configuration Wizard - Salesforce Developers

NEW QUESTION 115

The Salesforce administrator at a small manufacturer of fasteners for the automobile industry is configuring Manufacturing Cloud. The sales operations manager wants accurate data so they can compare projected parts sales to actual orders. The manufacturer currently manages orders and contracts in an external system (SAP). Which actuals calculation option should the administrator select to achieve the manager's request?

- A. Manually using API upload
- B. Automatically from orders through contracts
- C. Automatically from direct orders

Answer: A

Explanation:

For a manufacturer managing orders and contracts in an external system like SAP, the administrator should select the option to manually use API upload. This allows for the bulk upload of updated quantities at regular intervals through integration, which the Salesforce org picks up during a daily scheduled job to update sales agreements .

NEW QUESTION 118

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