



# MANUFACTURING-CLOUD- PROFESSIONAL<sup>Q&As</sup>

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**QUESTION 1**

Which two objects do not support triggers? (Choose 2)

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

Correct Answer: BD

Explanation: According to the Manufacturing Cloud Developer Guide<sup>1</sup>, the following objects do not support triggers:

Account Forecast (AF): Represents the rolling forecast record of a particular account. The forecast is prepared using data directly from sales agreements, orders, and opportunities. This object is available in API version 47.0 and later<sup>1</sup>.

Account Product Forecast (APF): Represents the cumulative values for planned quantities, opportunities, and orders of a sales agreement for a given product across all periods in that rolling time period. This object is available in API version

47.0 and later<sup>1</sup>.

References: 1: Manufacturing Cloud Standard Objects

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**QUESTION 2**

What is the maximum number of sales Agreement that can be activated for the same period, containing the same Products and linked to the same Account?

- A. 1
- B. 50
- C. No defined limit
- D. 10000
- E. 128

Correct Answer: C

Explanation: There is no defined limit on the number of sales agreements that can be activated for the same period, containing the same products and linked to the same account. However, having multiple activesales agreements for the same account and products can cause confusion and inconsistency in forecasting and reporting. Therefore, it is recommended to use one sales agreement per account and product combination for a given period, unless there is a valid business reason to do otherwise. References: Activate a Sales Agreement Sales Agreements and Forecasting in Manufacturing Cloud

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### QUESTION 3

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.

Correct Answer: B

Explanation: Remote Site Settings let you specify the external domains that your Apex code can access. If you don't register the URL of the external endpoint in Remote Site Settings, you will get an unauthorized endpoint error when you try to make a callout. You can also use named credentials to store the URL and authentication settings for the external system. References: Remote Site Settings, Named Credentials

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### QUESTION 4

A consultant has been assigned to comprehensively analyze how an organization utilizes Manufacturing Cloud to improve its business processes and workflows.

Why is it important to understand the landscape of the business before going into the details of requirements?

- A. To ensure there's an understanding of the big picture and understand where the real opportunity lies between teams agnostic of Manufacturing Cloud
- B. To support the various business process capabilities across teams that support the customer and the needed areas for integration
- C. To help broaden the scope of the project and initiative so that everything transforms at once

Correct Answer: B

According to the Salesforce Manufacturing Cloud Learning documents, understanding the landscape of the business is important before going into the details of requirements because it helps to identify the pain points, goals, and opportunities for improvement in each business process<sup>1</sup>. By knowing how different teams use Manufacturing Cloud to support their customer interactions, such as sales, service, marketing, finance, etc., a consultant can tailor a solution that meets their specific needs and expectations<sup>2</sup>. Additionally, understanding the landscape of the business also helps to determine which features and data models are most relevant and valuable for each team<sup>3</sup>. References: Business Landscape Analysis Manufacturing Cloud Overview Data Model Extensions

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### QUESTION 5

When list views are selected for account forecasts, which two permissions options may be based on the list view so the Account managers can generate forecasts? (Choose 2)

- A. All users can see the list views
- B. Share list view with group of users



C. Share list view with account owners

D. All users above hierarchy can see this list views

Correct Answer: BC

Explanation: According to the Salesforce Manufacturing Cloud Learning documents, when you select a list view for account forecasts, you can share it with a group of users or with specific account owners. This allows the account managers to generate forecasts based on the data in the selected list view. References: Set Up Users and Permissions for Manufacturing Cloud Create and Edit Permission Set List Views Edit Permission Sets from a List View Edit Multiple Profiles with Profile List Views

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