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**QUESTION 1**

An administrator of an organization is implementing Manufacturing Cloud Intelligence and various dashboards and is also setting up Advanced Account Forecasting.

Why would an administrator configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects?

- A. To provide users access to partner and facts records
- B. To provide users with separate levels of visibility to forecast data
- C. To provide users with separate levels of visibility to activity data

Correct Answer: B

Explanation: An administrator of an organization would configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects to provide users with separate levels of visibility to forecast data. Field-Level Security is a feature that allows the administrator to control the access and editability of specific fields on an object for different profiles and permission sets. By configuring Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects, the administrator can: Restrict the access to sensitive or confidential forecast data, such as account ID, name, or forecast set ID, to prevent unauthorized changes or leaks. Grant different levels of access to forecast data based on the user's role and responsibility, such as account manager, forecast manager, or executive. Customize the visibility of forecast data based on the user's preference and need, such as showing or hiding certain dimensions or metrics. Field-Level Security does not affect the access to partner and fact records, which is controlled by the sharing settings and the ownership of the records. Field-Level Security also does not affect the visibility of activity data, which is stored in a different object and can be viewed in the Activity Timeline or the Tableau CRM for Manufacturing app. References: : Set Field-Level Security for Fact and Partner Object in Manufacturing Cloud : Field-Level Security - Salesforce

QUESTION 2

The administrator at Bonsai Manufacturing wants to renew several sales agreements. Which status on the sales agreement restricts the administrator from renewing?

- A. Expired
- B. Activated
- C. Approved

Correct Answer: A

Explanation: A sales agreement can only be renewed if its status is Activated or Approved. An Expired sales agreement cannot be renewed, and the administrator must create a new sales agreement instead. References: Sales Agreement Lifecycle

QUESTION 3

Universal Containers (UC) uses Sales Agreements and wants to avoid bringing actual orders data into Manufacturing Cloud. However, UC wants to use the actual orders data for its sales agreements.



Which Actuals Calculation mode in the Sales Agreement setup must be selected?

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

Correct Answer: C

Explanation: According to the Salesforce Manufacturing Cloud Learning documents, the actuals calculation mode in the sales agreement setup determines how the actual quantity and amount for products are calculated from active orders associated with a sales agreement¹. If UC wants to avoid bringing actual orders data into Manufacturing Cloud, but still use it for its sales agreements, it can select the automatic mode from orders through contracts². This mode creates contracts and orders from the related list of a sales agreement record and derives the actuals from them. References: Refresh Actuals Calculation Action Choose How Sales Agreement Actuals Are Calculated Approve and Activate a Sales Agreement Create Orders Associated with Contracts to Calculate Sales Agreement Actuals

QUESTION 4

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

Correct Answer: E

Tableau CRM for Manufacturing is a set of prebuilt dashboards and datasets that provide insights into sales performance, account health, and sales agreement compliance. To ensure that users only see the data they are authorized to

access, Tableau CRM for Manufacturing uses security predicates to filter the data based on the user's profile and permissions. One of these security predicates is:

Use Manager Hierarchy: This predicate filters the data based on the user's position in the manager hierarchy. Users can only see the data for themselves and the users below them in the hierarchy. This predicate uses the ManagerId field on

the User object to determine the hierarchy.

References: : [Tableau CRM for Manufacturing Security Predicates]

QUESTION 5

A salesforce Manufacturing cloud admin wants to change the forecast frequency form quarterly to monthly in the account settings. Which two things do they need to be aware of? (Choose 2)



- A. The administrator grants them to right make changes to the forecast settings in the adjustments.
- B. A full regeneration of all the eligible account forecasts will be carried out.
- C. A recalculation of the forecast for the accounts added since the least update will be carried out
- D. The length of the time that has elapsed since the last change to the forecast setting.
- E. All the previously active account forecasts will expire

Correct Answer: BE

Explanation: Changing the forecast frequency from quarterly to monthly in the account settings will affect the existing account forecasts in two ways: A full regeneration of all the eligible account forecasts will be carried out. This means that the existing account forecasts will be deleted and new ones will be created based on the new frequency. The regeneration process may take some time depending on the number of accounts and products involved¹. All the previously active account forecasts will expire. This means that the account managers will not be able to view or edit the old account forecasts that were based on the quarterly frequency. They will only see the new account forecasts that are based on the monthly frequency². References: Change the Forecast Frequency, Account Forecast Expiration

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