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2 / 10

QUESTION 1

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

Correct Answer: BCD

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

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QUESTION 2

Manufacturing Cloud supports which two types of Experience Clouds?

A. Customer

B. Partner

C. External Apps (+)

D. Internal

E. Employee

Correct Answer: AB

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.

QUESTION 3

Universal Containers (UC) uses an Enterprise Resource Planning (ERP) system for order and inventory management. UC would like to give its sales teams the ability to view the order information related to an account without replicating the order information.

Which object type should a consultant use to access account order information?

A. A standard Order object

B. An external object

C. A custom object

Correct Answer: B

A consultant should use an external object to access account order information from an ERP system. An external object is similar to a custom object, but the record data is stored outside the Salesforce organization. By using external objects, the consultant can access the order data in real time via web service callouts, without replicating the data in Salesforce. This way, the sales teams can view the current state of the order information related to an account, without wasting storage and resources keeping data in sync1. A standard Order object or a custom object would require copying the order data from the ERP system to the Salesforce organization, which is not the desired solution for UC.

QUESTION 4

Universal Containers just went live with Manufacturing Cloud. The administrator has been tasked with uploading sales agreement data into the system.

In which order does the administrator need to approach this task for a complete and accurate representation of sales transactions?

A. Insert Sales Agreements, Insert Sales Agreement Products, Insert Sales Agreement Product Schedule

B. Insert Sales Agreements, Insert Sales Agreement Products, Update Sales Agreement Product Schedule

C. Update Sales Agreements, Update Sales Agreement Products, Update Sales Agreement Product Schedule

Correct Answer: A

To upload sales agreement data into the system, the administrator needs to follow these steps in order: Insert Sales Agreements: This creates the sales agreement records with the basic information such as account, contact, start date, end date, and status. Insert Sales Agreement Products: This adds the products that are part of the sales agreement, along with the planned quantity and revenue for each product. Insert Sales Agreement Product Schedule: This specifies the schedule for each product, such as the frequency, start date, end date, and quantity for each period. The other options are not correct because they involve updating the sales agreement data instead of inserting it. Updating the data requires the data to be already present in the system, which is not the case for a new implementation. Also, updating the sales agreement product schedule is not necessary if the schedule is inserted correctly in the first place. References: SalesAgreement | Manufacturing Cloud Developer Guide, SalesAgreementProduct | Manufacturing Cloud Developer Guide, SalesAgreementProductSchedule | Manufacturing Cloud Developer Guide, Import Data into Manufacturing Cloud

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QUESTION 5

Universal Containers (UC) has implemented Sales Cloud and Service Cloud in seven countries in EMEA for about 100 users. UC has successfully tested and signed off on additional Sales Agreements functionality. In order to have control over the rollout and monitor the adoption, UC wants to roll out in a phased manner, country by country. UC follows a single-org strategy.

How should a consultant enable this rollout scenario?

A. Deploy the new functionality and assign the permission set to the designated users.

B. Deploy the new functionality and make the Sales Agreements tab visible for the designated users.

C. Deploy the new functionality and assign the Manufacturing licenses to all of the users.

Correct Answer: A

To enable a phased rollout of the Sales Agreements functionality, a consultant should deploy the new functionality and assign the permission set to the designated users. The permission set grants access to the Sales Agreements object and related actions, such as creating, editing, approving, and activating sales agreements. By assigning the permission set to the designated users, the consultant can control who can use the new functionality and monitor the adoption. The consultant does not need to make the Sales Agreements tab visible for the designated users, as the tab is automatically visible once the permission set is assigned. The consultant also does not need to assign the Manufacturing licenses to all of the users, as the licenses are only required for users who need access to the Manufacturing Cloud features, such as account forecasting and data processing engine. References: Get Started with Manufacturing Cloud for Sales, Assign the Manufacturing Permission Sets to Users

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QUESTION 6

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.

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5 / 10

D. Order Owner

E. Account Owner

Correct Answer: ADE

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.

QUESTION 7

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

Correct Answer: A

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

QUESTION 8

A consultant is with an organization that doesn\\'t currently have Manufacturing Cloud, and its data lives inside an Enterprise Resource Planning (ERP) system. The organization would like to utilize Sales Agreements for Accounts. The Product Level for the sales agreements will be Product, and the Actuals Calculation Mode will be Automatically from Direct Orders. Historical data from the ERP system will be synchronized to Salesforce prior to activating Sales Agreements.

Which data items must a consultant consider when creating sales agreements from historical data for a Manufacturing Cloud solution?

A. Accounts, Orders, Order Lines, Products

B. Accounts, Orders, Order Lines, Invoices

C. Accounts, Orders, Order Lines, Opportunities

Correct Answer: A

To create sales agreements from historical data for a Manufacturing Cloud solution, a consultant must consider the following data items: Accounts, Orders, Order Lines, and Products. These are the core objects that are used to create and manage sales agreements in Manufacturing Cloud. Accounts represent the customers or partners that have sales agreements with the organization. Orders and Order Lines represent the actual sales transactions that are associated with the sales agreements. Products represent the items or services that are sold or purchased through the sales agreements. Invoices and Opportunities are not required for creating sales agreements from historical data, as they are not part of the sales agreement object model. Invoices are used to track the billing and payment status of the orders, while Opportunities are used to track the potential sales deals that may or may not result in orders. References: Sales Agreement Object Model, Create a Sales Agreement, Sales Agreement Fields

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QUESTION 9

A manufacturing company makes parts designed to go into finished goods (like a cell phone). However, the company sells to distributors and contract manufacturers who make the phone for the phone brand company. The manufacturing company is not the only approved supplier of the part.

Which feature of Manufacturing Cloud should the manufacturing company utilize to help with future opportunity planning?

A. Use Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.

B. Use Advanced Forecasting to set the plan by part for each of the phone brands and align orders by part number to the forecast with the orders.

C. Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.

Correct Answer: C

Program Based Business is a feature of Manufacturing Cloud that allows manufacturers to track and manage the demand from their end customers (such as phone brands) and compare it with the actual orders from their channel partners

(such as distributors or contract manufacturers). This feature helps manufacturers to plan for future opportunities, optimize their inventory and production, and increase their market share.

Program Based Business enables manufacturers to:

Create programs that represent the end customer demand for a specific product or product family over a period of time.

Associate sales agreements and orders with programs to track the actual performance against the program demand.

Use program analytics to monitor the program health, identify gaps and risks, and take corrective actions.

Use program forecasts to generate account forecasts based on the program demand and actuals. References: Program Based Business Overview, Create a Program, Associate Sales Agreements and Orders with Programs, Use Program

Analytics, Use Program Forecasts.

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7 / 10

QUESTION 10

What would prohibit an administrator from creating and sharing the Advanced Account Forecasting Analytics for
Manufacturing app?

A. Sales Agreements is not enabled.

B. Orders are not enabled.

C. Account Forecasting is not enabled.

Correct Answer: C

Account Forecasting is a prerequisite feature for using the Advanced Account Forecasting Analytics for Manufacturing
app. This app allows users to create holistic forecasts across multiple dimensions and horizons, and analyze their
forecast data using dashboards. To enable Account Forecasting, users need to have the Manufacturing Cloud
permission set license and the Manufacturing Cloud permission set assigned to them. The other options are not relevant
for this requirement. Sales Agreements and Orders are not required for creating and sharing the app, although they can
be used as data sources for the forecasts. References: Create Holistic Forecasts with Advanced Account Forecasting,
Set Up Users and Permissions for Manufacturing Cloud, Use Advanced Account Forecasting Analytics for
Manufacturing

QUESTION 11

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

A. Active Targets

B. Pending Targets

C. Assigned by Me

D. Assigned to Me

E. Assigned by Manager

Correct Answer: CD

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

QUESTION 12

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

A. Rebate Management

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8 / 10

B. Sales Agreements

C. Account Based Forecasts

D. Account Manager Targets

Correct Answer: BD

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 .

QUESTION 13

Universal Containers1 field reps want to have a more accurate picture of their distributor\\'s business. The field rep will compare and update expected versus actual order values during the next visit.

Which Manufacturing Cloud object should the consultant configure to give field reps this ability?

A. Advanced Account Forecast

B. Generic Visit Key Performance Indicator

C. Account Relationship

Correct Answer: A

The Advanced Account Forecast object is used to track the expected and actual order values for each account and product family. It allows field reps to compare the forecasted and actual order values for each account and product family, and update them as needed. The Advanced Account Forecast object also enables field reps to collaborate with their distributors and align on the sales agreements, orders, and brand-promotion campaigns

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QUESTION 14

When discussing the business requirements for a Manufacturing Cloud implementation design, what is a consideration when analyzing data in existing third-party systems?

A. Define current processes required by the business.

B. Identify the capabilities of different data integration tools.

C. Determine the system of record for each data category required by the business.

Correct Answer: C

When designing a Manufacturing Cloud implementation, it is important to consider the data sources and quality of the existing third-party systems that will be integrated with Manufacturing Cloud. One of the key considerations is to determine the system of record for each data category required by the business, such as customer information, product data, order history, inventory levels, and so on. The system of record is the authoritative source of data that is trusted and maintained by the business. By identifying the system of record for each data category, you can ensure data consistency, accuracy, and integrity across the integrated systems. You can also avoid data duplication, conflicts, and

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9 / 10

errors that may arise from having multiple sources of data for the same category. References: What Is Manufacturing Cloud?, Data Integration

QUESTION 15

Which two out-of-the-box actions can be performed on a Sales Agreement?

A. Recalculate Actuals

B. Update ProductsC) Mass Update

C. Update Adjustments

D. Regenerate Agreement

Correct Answer: AC

A sales agreement is a long-term contract that defines the terms and conditions for the products and services that you sell to your customers. You can perform various actions on a sales agreement to manage its lifecycle, such as approving,

activating, expiring, or deleting it. Two of the out-of-the-box actions that you can perform on a sales agreement are:

Recalculate Actuals: This action updates the actuals for the sales agreement based on the invoices and orders associated with it. You can recalculate actuals manually or schedule it to run automatically at a specified frequency. Recalculating

actuals helps you track the progress and performance of the sales agreement over time.

Update Products: This action allows you to add, remove, or modify the products and categories in the sales agreement. You can update products manually or use the mass update feature to apply changes to multiple products at once.

Updating products helps you adjust the sales agreement to reflect the changing needs and preferences of your customers.

References: Sales Agreements and Forecasting in Manufacturing Cloud, Sales Agreement, Get Started with Manufacturing Cloud for Sales, Create and Work with Sales Agreements, Manufacturing Cloud