

Salesforce

Exam Questions Manufacturing-Cloud-Professional

Manufacturing Cloud Accredited Professional Exam



NEW QUESTION 1

Universal Containers is using Sales Agreements and does not want to bring actual orders data into Salesforce. However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which Actuals Calculation option in the Sales Agreement Setup must be selected?

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

Answer: C

Explanation:

you do not want to bring actual orders data into Salesforce, you can use the Actual Orders API to manually calculate the actual quantities for sales agreements. This option allows you to use external data sources to update the actuals in Salesforce without creating orders or contracts. You can also use the Actual Orders API to refresh the actuals calculations for sales agreements for current and future periods¹. References: ¹: Refresh Actuals Calculation Action | Manufacturing Cloud Developer Guide | Salesforce Developers²

NEW QUESTION 2

Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit?

- A. Specified
- B. Elapsed
- C. Stepped
- D. Aggregate

Answer: C

Explanation:

n: A stepped calculation method calculates a benefit structure based on the quantity of units sold within a specified range. For example, if you sell 150 units, and the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit, the total benefit is \$500. This is different from the other calculation methods, which are:
? Specified: Calculates a benefit structure based on a fixed amount or percentage for each unit sold.

? Elapsed: Calculates a benefit structure based on the time elapsed since the start of the sales agreement.

? Aggregate: Calculates a benefit structure based on the total quantity of units sold across all products in the sales agreement. References: What Is Manufacturing Cloud?, [Create a Benefit Structure for Sales Agreements]

NEW QUESTION 3

Universal Containers (UC) is looking to improve visibility into its long-term agreements and forecasts. A business analyst has gathered UC's requirements and determined a few key requirements that they need compared to standard functionality.

* 1. UC tracks its long-term agreements by planned quantity and planned revenue at the product category level.

* 2. UC has a custom fiscal year and tracks its forecast weekly.

* 3. UC needs to see the ordered quantity, revenue, shipped quantity, and revenue in its forecast metrics.

* 4) The primary dimension in UC's forecasts is the product category.

What should be customized in Manufacturing Cloud to accomplish the business requirements?

- A. Sales Agreement Metrics
- B. Advanced Account Forecast Fact object
- C. Data Processing Engine (DPE) Templates

Answer: C

Explanation:

Data Processing Engine (DPE) Templates are used to customize the data model and calculations for account-based forecasting in Manufacturing Cloud. DPE Templates allow users to define the dimensions, metrics, and formulas for their forecasts based on their business needs. In this case, UC needs to customize the DPE Template to include the product category as a dimension, and the ordered quantity, revenue, shipped quantity, and revenue as metrics. UC also needs to specify the custom fiscal year and the weekly forecast frequency in the DPE Template. The other options are not relevant for this requirement. Sales Agreement Metrics are used to track the performance of sales agreements, not forecasts. Advanced Account Forecast Fact object is a standard object that stores the forecast data, not a customization option. References: Customize Data Processing Engine (DPE) Templates, Account-Based Forecasting in Manufacturing Cloud

NEW QUESTION 4

Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

- A. Leverage the manufacturing experience cloud template to set up a secure site for collaboration
- B. Leverage the salesforce site manufacturing cloud template to set up a secure site for collaboration
- C. Leverage my domain to set up a secure site for collaboration
- D. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration

Answer: A

Explanation:

Manufacturing Cloud comes with a predefined manufacturing partner template that can help manufacturers collaborate efficiently with their channel partners on sales agreements, forecasts, leads, and opportunities. The manufacturing partner template is a responsive portal that provides partners with access to knowledge articles, dashboards, and reports. Partners can also update products, prices, quantities, and adjustments on sales agreements, as well as view and edit account forecasts. The manufacturing experience cloud template is built on Experience Cloud, which allows you to customize the site with branding, themes, components, and pages. You can also assign user permissions and roles for the site to control the access and visibility of your partners. References: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.com, Simplify Partner Engagement: A Guide for Manufacturers

NEW QUESTION 5

Badger Power is using Manufacturing Cloud. Forecasts have been set up and generated for all of their accounts. The forecast formula was recently adjusted to reflect Opportunity Probability. Which action will this trigger?

- A. Recalculation of all active forecast(s).
- B. Recalculation of all forecast(s).
- C. Regeneration of all forecast(s).
- D. Regeneration of all active forecast(s).

Answer: C

Explanation:

When you change the forecast formula, the existing forecasts are deleted and new forecasts are generated using the updated formula. This applies to all forecasts, regardless of their status. Therefore, the correct answer is C. Regeneration of all forecast(s). References: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

NEW QUESTION 6

Which statement is accurate about Account Manager Targets?

- A. Account Manager Targets are only supported for custom fiscal year.
- B. Account Manager Targets are supported for standard fiscal year and custom fiscal year.
- C. Account Manager Targets can only be used after a forecast calendar is configured.
- D. Account Manager Targets are only supported for standard fiscal year and not for custom fiscal year.

Answer: B

Explanation:

Account Manager Targets are a feature of Manufacturing Cloud that allows you to set and track sales goals for your account managers based on product volume, revenue, or any other custom measure. You can assign targets to individual account managers or to teams, and monitor their progress and performance over time. Account Manager Targets are supported for both standard fiscal year and custom fiscal year, which means you can align your targets with your company's fiscal calendar. You can also use Account Manager Targets with or without a forecast calendar, which is another feature of Manufacturing Cloud that helps you create and manage forecasts for your accounts and products. References: Account Manager Targets in Manufacturing Cloud, Enable Account Manager Targets, What Is Manufacturing Cloud?

NEW QUESTION 7

An administrator has completed the data migration from a client's legacy system to Manufacturing Cloud. The client wants to ensure all Advanced Account Forecast calculations are correct and the data has been properly migrated. How should the administrator reassure the client that data has been accurately calculated?

- A. Use Data Loader to generate a .csv file and manually compare it to import files.
- B. Launch the calculations of the Advanced Account Forecast and compare the values with the legacy system.
- C. Request the users to verify the Advanced Account Forecast values of their accounts.

Answer: B

Explanation:

The best way to reassure the client that the data has been accurately calculated is to launch the calculations of the Advanced Account Forecast and compare the values with the legacy system. This will ensure that the forecast metrics, such as planned revenue, actual revenue, forecast quantity, and forecast revenue, are consistent and correct. The administrator can use the Data Processing Engine templates to configure the calculations and run them manually or on a schedule¹. The administrator can also view the forecast results in the Accounts Health dashboard or the Account Forecast tab². Using Data Loader to generate a .csv file and manually compare it to import files is not a reliable method, as it may introduce errors or inconsistencies in the data format or values. Requesting the users to verify the Advanced Account Forecast values of their accounts is not a feasible method, as it may be time-consuming, impractical, or inaccurate, depending on the number and complexity of the accounts. References: Learn How Forecast Data Is Created, View and Adjust Forecasts

NEW QUESTION 8

When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

- A. Only approved sales agreements in the Salesforce org will be considered.
- B. All sales agreements within the generation period will be considered.
- C. No sales agreements will be considered.
- D. All active and expired sales agreements will be considered.
- E. Only sales agreements with approved adjustments in the Salesforce org will be considered.

Answer: C

Explanation:

If Sales Agreement List View is not selected in the Account Forecast Calculation Settings, no sales agreements will be considered when calculating the sales agreement metric values of account forecasts. This means that the account forecasts will only reflect the opportunity metric values, and not the sales agreement metric values. To include the sales agreement metric values in the account forecasts, you need to select a sales agreement list view that defines which sales agreements to use for the calculations. References: 1: Configure Account Forecast Calculation Settings - Salesforce

NEW QUESTION 9

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 10

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 10

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 14

What is the purpose of a detailed technical design document when Implementing Manufacturing Cloud?

- A. Identifies the statement of work and cost to implement the application based on business requirements.
- B. Provides personas and user stories with high-level objectives of what users want to be able to accomplish with the application.
- C. Defines specific details as to how the functionalities will be configured

Answer: C

Explanation:

The purpose of a detailed technical design document when implementing Manufacturing Cloud is to define specific details regarding how functionalities will be configured. This includes setting up features like the Actionable Relationship Center, Events and Milestones, and Intelligent Document Reader, some of which may require integration with external systems .

For further details and best practices, refer to the official Salesforce Manufacturing Cloud documentation:

? Manufacturing Cloud Overview

? Manufacturing Cloud Developer Guide

NEW QUESTION 16

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 21

Which dashboards are on the Account page by default after the system administrator installs the Analytics app?

- A. Accounts agreement performance; Forecast analytics for all accounts
- B. Accounts agreement performance; Pricing analytics for the selected account
- C. Accounts agreement performance; Forecast analytics for the selected account

Answer: C

Explanation:

Upon the installation of the Analytics app, the default dashboards on the Account page include "Accounts agreement performance" and "Forecast analytics for the selected account." These dashboards provide a comprehensive overview of an account's performance in terms of sales agreements and forecast accuracy, allowing for in-depth analysis and strategic planning based on historical and current data.

NEW QUESTION 26

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 29

Which two statements are true, if an org hits the account product period forecast record limit

- A. New Products cannot be added to account forecasts
- B. New products are not added when recalculating a single account forecast or recalculating all account forecasts
- C. New products added to account forecasts will not be included in recalculations
- D. The add products option will no longer appear on the agreement terms tab

Answer: AD

Explanation:

If an org hits the account product period forecast record limit, it means that the org has reached the maximum number of records allowed for the Account Product Period Forecast object, which is 9 million¹. This limit affects the functionality of account forecasting in the following ways:

? New products are not added when recalculating a single account forecast or recalculating all account forecasts. This means that if a new product is added to a sales agreement or a contract after the limit is reached, it will not be reflected in the account forecast, even if the forecast is recalculated manually or automatically. The only way to add new products to the account forecast is to delete some existing records from the Account Product Period Forecast object to free up some space².

? The add products option will no longer appear on the agreement terms tab. This means that users will not be able to add new products to an existing sales agreement or a contract from the agreement terms tab. The only way to add new products to an agreement is to create a new agreement with the new products, or to edit the agreement in the related list of the account forecast².

References: View the Defined Limits, Percentage of Limit Used, and Usage Details for Account Forecasts, Define Account Forecast Settings Unit | Salesforce Trailhead

NEW QUESTION 31

Which two permission sets will allow an Admin to set up Tableau CRM for Manufacturing?

- A. Manufacturing Einstein Admin
- B. Tableau CRM Plus Admin
- C. Manufacturing Analytics Admin
- D. Einstein Analytics Plus User
- E. Manage Analytics

Answer: AC

Explanation:

To set up Tableau CRM for Manufacturing, an Admin needs to have the Manufacturing Einstein Admin permission set and the Manufacturing Analytics Admin permission set. The Manufacturing Einstein Admin permission set grants access to the Manufacturing Einstein features, such as Account Forecasting and Account Manager Targets. The Manufacturing Analytics Admin permission set grants access to the Manufacturing Analytics app and its dashboards, such as Sales Agreement Performance and Account Health¹. The other permission sets are not specific to Manufacturing Cloud and do not provide the necessary access to set up Tableau CRM for Manufacturing. References: 1: Set Up Users and Permissions for Manufacturing Cloud²

NEW QUESTION 35

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.

Answer: A

Explanation:

n: 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

NEW QUESTION 38

Universal Containers (UC) has been in the manufacturing industry for many years. The industry has become much more volatile over the years. UC is looking to implement Manufacturing Cloud to manage this volatility.

Which specific business challenge does the implementation of Manufacturing Cloud tackle?

- A. Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders
- B. Connecting stakeholders and assets for real-time collaboration in the field
- C. Connecting to potential buyers and predicting the likelihood of a sale

Answer: A

Explanation:

Manufacturing Cloud is a solution that enables manufacturers to align their sales and operations teams, improve account-based forecasting, and drive business outcomes. One of the main challenges that Manufacturing Cloud addresses is the volatility of the manufacturing industry, which makes it difficult to plan and execute production and distribution efficiently. By gaining visibility into the entire value chain, manufacturers can improve their forecast accuracy, collaborate with their stakeholders, and respond to changing customer needs and market conditions. References: What Is Manufacturing Cloud?, Inside Salesforce??s New Trends in Manufacturing Report

NEW QUESTION 41

A user wants to export Account Based Forecast data to use in their Demand Planning system. They want to use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. Which two actions will enable this process?

- A. Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.
- B. Creating a report using a custom report type.
- C. Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.
- D. Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.

Answer: CD

Explanation:

To export Account Based Forecast data, the user needs to add the fields that capture the forecasting quantity data, including any sales team adjustments. The ??Adjusted Forecast Quantity?? field shows the forecast quantity after applying the adjustment percentage for each account product forecast. The ??Total Adjusted Forecasted Quantity?? field shows the sum of the adjusted forecast quantity for all the account product forecasts in the same account forecast¹. These fields are available in the standard report type of ??Account Forecasts with Product Period Forecast??, so there is no need to create a custom report type. References: What Is Manufacturing Cloud?, Create Holistic Forecasts with Advanced Account Forecasting

NEW QUESTION 42

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 44

When Using the Time Period filter on a sales agreement record page, Which options are available?

- A. Range
- B. Set Periods
- C. Custom
- D. Current Period
- E. Fiscal Year

Answer: ABD

Explanation:

The Time Period filter on a sales agreement record page allows you to view the sales agreement terms and schedules for different time periods. You can choose from three options: Range, Set Periods, and Current Period. Range lets you specify a start and end date for the filter. Set Periods lets you select up to eight periods from a list of predefined periods, such as quarters, months, or weeks. Current Period shows the current period based on the sales agreement's period type and start date. Custom and Fiscal Year are not available options for the Time Period filter. References: = Filter Sales Agreement Schedules by Time Period, Filter Sales Agreement Terms by Products or Categories

NEW QUESTION 49

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

An organization would like to show its account managers specific data points for Sales Agreements terms based on business needs.

What is the first step in providing these insights to the account reps?

- A. Enabling custom metrics
- B. Allowing account reps to add agreement terms
- C. Enabling metric groups

Answer: C

Explanation:

The first step in providing insights to the account reps is enabling metric groups. Metric groups are collections of metrics that are relevant for a specific business scenario or use case. They allow account managers to view and compare agreement terms for different metrics, such as revenue, volume, margin, and so on¹.

Enabling custom metrics and allowing account reps to add agreement terms are not the first steps, as they require metric groups to be enabled first²³. References: 1: Create Metric Groups for Sales Agreements⁴, 2: Map Custom Fields of Sales Agreement Products and Schedules, 3: Select Metrics to Display in Agreement Terms.

NEW QUESTION 55

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 60

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 61

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 62

The service agents at Universal Containers reported that it takes too long to find information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims.

What should the consultant recommend to make the support process easier?

- A. Create a custom Case Lightning record page.
- B. Enable the Service Console app.
- C. Enable the Service Console for Manufacturing app.

Answer: C

Explanation:

? The Service Console for Manufacturing app is a prebuilt app that provides a unified console for customer service representatives (CSRs) to view and manage information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims¹.

? The app also provides features such as a timeline of interactions, contextual alerts, relevant actions, and knowledge articles to help CSRs resolve customer issues and provide proactive service¹.

? The app is designed specifically for the manufacturing industry and integrates with other Manufacturing Cloud features such as Sales Agreements and Account Forecasting².

? The other options are incorrect because they do not provide the same level of functionality and integration as the Service Console for Manufacturing app. Option A would only customize the layout of the Case object, but not the other related objects. Option B would enable the generic Service Console app, which does not have the manufacturing-specific components and data sources.

References:

? Service Console for Manufacturing - Salesforce

? Get Started with Manufacturing Cloud for Service - Salesforce

NEW QUESTION 64

Universal Chemicals (UC) is selling liquid chemicals to Its Business to Business (B2B) customers based on delivery contracts that are represented as sales agreements in Manufacturing Cloud. UC's chemicals are shipped in various tank sizes. UC has requested to show the agreed and delivered volume on each schedule and in the actual figures so that the forecast can be made on the agreed, ordered, and delivered volume of liquids.

What should a Manufacturing Cloud consultant recommend to meet this requirement?

- A. Create custom fields to store the volume, create a Metric Mapping, and then add the metric to the Agreement Terms.
- B. Create custom fields for volume and total volume, and a before save flow to calculate the total volume Add a Metric Mapping to display the metrics on the sales agreements.
- C. Create a custom field to store the volume and a formula field to multiply the volume by the quantity to show the total volume
- D. Add the metric to the Agreement Terms to display the metrics on the sales agreements.

Answer: B

Explanation:

To accommodate Universal Chemicals' requirement to show agreed and delivered volume on each schedule and in actual figures for their liquid chemicals, a Manufacturing Cloud consultant should recommend creating custom fields for volume and total volume on the sales agreement objects. Additionally, a before save flow can be used to calculate the total volume based on these fields. Metric Mapping can then be utilized to display these metrics on the sales agreements, allowing for a comprehensive view of agreed, ordered, and delivered volumes, which is essential for accurate forecasting and management of liquid chemicals in various tank sizes .

NEW QUESTION 68

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 71

Which two statements are true, if an org hits the account product period forecast record limit?

- A. New Products cannot be added to account forecasts
- B. New products are not added when recalculating a single account forecast or recalculating all account forecasts
- C. New products added to account forecasts will not be included in recalculations
- D. The add products option will no longer appear on the agreement terms tab

Answer: AB

Explanation:

The account product period forecast record limit is the maximum number of records that can be stored in the Account Product Period Forecast object, which represents the quantity and revenue information of products for a particular time period of the forecast rolling period¹. The default limit is 9 million records, but it can be changed by the admin². If the org hits the limit, new products cannot be added to account forecasts, and new products are not added when recalculating a single account forecast or recalculating all account forecasts². This means that the forecast data will not reflect the latest changes in the product portfolio and may affect the accuracy of the forecast. The add products option will still appear on the agreement terms tab, but it will not work if the limit is reached. New products added to account forecasts will be included in recalculations, as long as the limit is not exceeded. References: Considerations for Working with Manufacturing - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead

Module, Advanced Account Forecasting with Manufacturing Cloud | Salesforce, AccountProductPeriodForecast | Manufacturing Cloud Developer Guide | Salesforce Developers

NEW QUESTION 72

Universal Containers is experiencing an increase in manual errors with its repetitive business processes.

Which tool(s) within Manufacturing Cloud should the consultant recommend to help mitigate errors by leveraging automation?

- A. Flow for Manufacturing
- B. Process Builder and Flow Builder
- C. Workflow Rules and Process Builder

Answer: B

Explanation:

To mitigate manual errors in repetitive business processes at Universal Containers, the consultant should recommend leveraging Process Builder and Flow Builder within Manufacturing Cloud. These automation tools allow for the design and implementation of customized workflows and processes that can significantly reduce the likelihood of manual errors, thereby enhancing efficiency and accuracy in the organization's operations .

NEW QUESTION 77

Universal Containers is deploying Manufacturing Cloud for the first time. Sales Agreements have been configured in a development sandbox, and now the Salesforce administrator is moving the changes to production. The deployment is failing, and the error indicates that the Sales Agreement object does not exist in the target environment.

What should the administrator check first to resolve the error and complete the deployment?

- A. Check that the organization wide default for Sales Agreements is set to Private in the production org.
- B. Check that Sales Agreements are enabled in the production org.
- C. Check that the organization-wide default for Sales Agreements is set to Public Read Write in the production org.

Answer: B

Explanation:

When facing a deployment error indicating that the Sales Agreement object does not exist in the target environment, the first step the administrator should take is to ensure that Sales Agreements are enabled in the production organization. This is a crucial prerequisite for deploying Sales Agreements-related changes and functionalities from a development sandbox to a production environment, as the absence of enabled Sales Agreements in the target environment can lead to deployment failures .

NEW QUESTION 79

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 80

A client has provided a list of unstructured, unprioritized requirements. What should a consultant do to advance to the next step of the project?

- A. Prepare a template with the requirements and their associated priority, and work with the client to evaluate each item.
- B. Write a Solution Design Document detailing the required technical solution to answer the list of requirements.
- C. Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.

Answer: A

Explanation:

A consultant should prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. This is the best way to advance to the next step of the project, because it helps the consultant and the client to align on the scope, objectives, and expectations of the project. It also allows the consultant to understand the client's business needs, challenges, and opportunities, and to prioritize the requirements based on their value and feasibility. By working collaboratively with the client, the consultant can also build trust and rapport, and ensure that the client is engaged and satisfied with the project outcome. References:

? Manufacturing Cloud - Salesforce

? Considerations for Working with Manufacturing - Salesforce

NEW QUESTION 82

An Account Manager at Badger Power wants to renew their current Sales Agreement. When can the Sales Agreement renewal occur?

- A. Only when the new fiscal period starts.
- B. Only when the renewal period ends.
- C. Only when the renewal period starts.
- D. Only when the sales agreement recalculates.
- E. Only when the sales agreement regenerates.

Answer: C

Explanation:

Salesforce Manufacturing Cloud allows users to define the renewal period for sales agreements in their org. The renewal period is the number of days before the end date of a sales agreement from when users can renew the agreement. Users can renew a sales agreement only when the renewal period starts. The other options are not related to the renewal of sales agreements. References: Define Renewal Period for Sales Agreements

NEW QUESTION 87

Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

- A. Replace with
- B. Decrease by
- C. Update with
- D. Multiple by
- E. Increase by

Answer: ABE

Explanation:

When using the mass update multiple values of a single metric of a sales agreement terms tab, the three actions that are available are: replace with, decrease by, and increase by. These actions allow the user to update the values of a metric across multiple periods and products in a sales agreement. For example, the user can replace the forecasted quantity of a product with a new value, or increase the discount percentage of a product by a certain amount. The other options, update with and multiply by, are not valid actions for mass update. References: Mass Update Account Forecast Action, Update Multiple Values in Advanced Account Forecasts

NEW QUESTION 88

The warranty claim adjudicators on Universal Containers' global warranty team need visibility to all the claim-related data on a single page. This includes information on whether the asset is covered under warranty and a detailed breakup in terms of replaced parts and labor costs.

Which of the following permission set licenses do the claims adjudicators need for this?

- A. Service Console for Manufacturing and Warranty Lifecycle Management Psl
- B. Industry Service Excellence and Warranty Lifecycle Management Psl

C. Warranty Lifecycle Management Psl and Claims Management Foundation

Answer: B

Explanation:

Industry Service Excellence and Warranty Lifecycle Management Psl are the permission set licenses that the claims adjudicators need for this requirement. Industry Service Excellence gives users access to the Service Console app, which provides a unified view of all the claim-related data on a single page. Warranty Lifecycle Management Psl gives users access to the Warranty Lifecycle Management features, which enable users to manage warranty contracts, claims, and entitlements. The other options are not sufficient for this requirement. Service Console for Manufacturing does not include the Warranty Lifecycle Management features. Warranty Lifecycle Management Psl and Claims Management Foundation do not include the Service Console app. References: Permission Set Licenses, Set Up Users and Permissions for Manufacturing Cloud, Assign the Manufacturing Permission Sets to Users, Assign Users Permission Sets for Service Lifecycle Features in Manufacturing Cloud

NEW QUESTION 92

The Financial Team at Budger Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate nagemen 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 96

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 97

During the discovery phase, sales leadership at Universal Containers says that their run rate business is hard to forecast because their customer constantly orders more or fewer engine control units than contractually agreed upon. Which Manufacturing Cloud capability should a consultant recommend for managers to discuss these variances with sales reps and for sales reps to monitor their customers?

- A. Leverage a Data Processing Engine (DPE) job to calculate the forecast deviation.
- B. Use a formula field on the Sales Agreement Product Schedule object to calculate the forecast deviation.
- C. Set up the CRM Analytics template app and leverage embedded dashboards for forecast deviation on the Account page.

Answer: B

Explanation:

The Sales Agreement Product Schedule object is used to track the planned and actual quantities of products that are part of a sales agreement. A formula field on this object can be used to calculate the forecast deviation, which is the difference between the planned and actual quantities. This can help managers and sales reps to monitor the performance of their run rate business and identify any variances from the contractual terms. The formula field can also be used to create reports and dashboards that show the forecast deviation by product, customer, or any other dimension. References: Sales Agreement Product Schedule, Forecast Deviation

NEW QUESTION 101

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