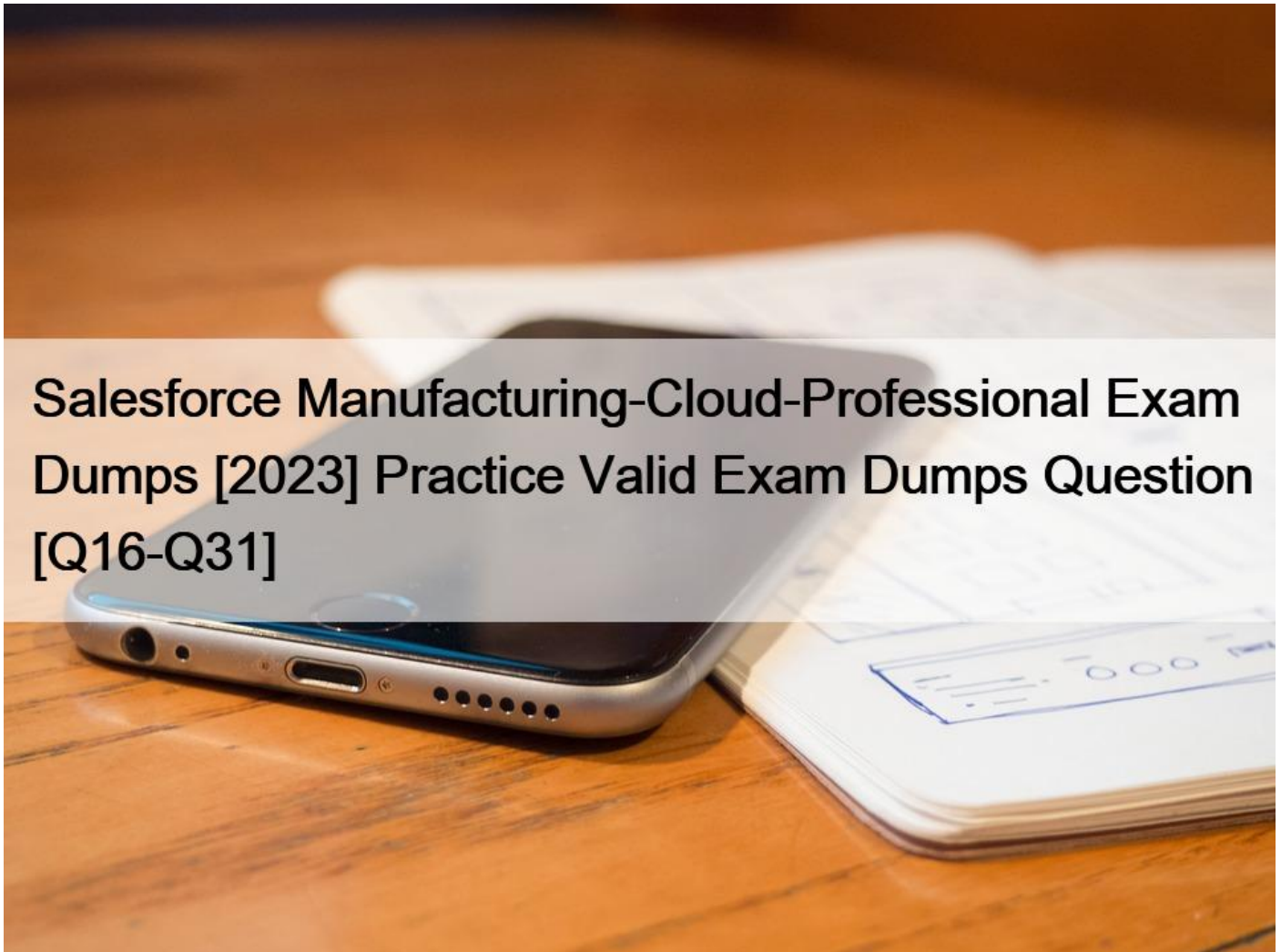


Salesforce Manufacturing-Cloud-Professional Exam Dumps [2023 Practice Valid Exam Dumps Question [Q16-Q31



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QUESTION 16

In Tableau CRM for manufacturing which security predicate `ManagerId`

- * use Role Hierarchy
- * Manufacturing Cloud Hierarchy
- * Account Hierarchy
- * Row level Sharing for territories
- * Use Manager Hierarchy

QUESTION 17

A manufacturing cloud user is in the process of adding products to an order that is on active sales agreement.

Which status the order be in , to make the addition

- * Approved
- * Pending
- * Active
- * Draft

QUESTION 18

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

- * Price Book
- * Target Measure Type
- * Team Member Hierarchy
- * Distribution Frequency
- * Default Currency

QUESTION 19

When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

- * No action required, changes are reflected automatically
- * Update to Assignments
- * Refresh Assignments
- * Recalculate Assignments
- * Propagate to Assignments

QUESTION 20

Which two licenses are needed to access the Rebate analytics functionality in Tableau CRM for Manufacturing?

- * Manufacturing Analytics Plus
- * Einstein Analytics Plus
- * Analytics Plus
- * Rebates Management Add on

QUESTION 21

Which object is required to create a Sales agreement?

- * Account
- * B)
- * Contract
- * Order
- * Quote

Explanation

The object that is required to create a Sales agreement is Contract. A Contract is a document that outlines the terms and conditions of a sales agreement between two parties. It is necessary to create a Contract in order to create a Sales agreement. For more information, please refer to the Salesforce documentation.

QUESTION 22

What is required before the Analytics for Manufacturing App can be created?

- * At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.
- * Refresh Sales Agreement(s) to be analyzed.
- * Refresh Forecast(s) to be analyzed.
- * At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.

QUESTION 23

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

- * Rebate Management
- * Sales Agreements
- * Account Based Forecasts
- * Account Manager Targets

Sales Agreements is a feature that allows businesses to set up automated agreements between themselves and their customers. Account Based Forecasts allows businesses to forecast their run-rate and net-new business by analyzing historical data and trends. Both of these features are available in the standard Manufacturing Experience Cloud Template.

QUESTION 24

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

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

QUESTION 25

A manufacturing cloud user is in the process of adding products to an order that is on active sales agreement. Which status the order be in , to make the addition

- * Approved
- * Pending
- * Active
- * Draft

QUESTION 26

Which two key performance indicators can be calculated on the Forecast Analysis dashboard in Tableau CRM for Manufacturing?

- * Average Price
- * Days Remaining
- * Mean absolute percentage error in the forecast
- * Actual vs Forecasted Revenue
- * Actual vs Planned Revenue

QUESTION 27

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

- * Recalculation of all active forecast(s).
- * Recalculation of all forecast(s).

- * Regeneration of all forecast(s).
- * Regeneration of all active forecast(s).

QUESTION 28

An Account Manager edits the account and market growth percentage values and triggers a forecast recalculation. When will these new values be used in forecasting the future periods?

- * When the forecast is calculated for the first time.
- * When anew forecast is generated for the account.
- * When the Account Manager is the Account owner.
- * When account and market growth percentages are used in the forecast formula.

QUESTION 29

Which three conditions need to be fulfilled so that an order is included in the Actuals calculation process on a Sales Agreement?

- * The order needs to have Status = Activated.
- * The date in the Order Date field should be in the past.
- * The date in the Order Date field should be in the future.
- * The order needs to have Category = Activated.
- * The Sales Agreement field needs to be populated on the Order.

QUESTION 30

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

- * Automatically from contracts through orders.
- * Manually using api upload
- * Automatically from orders through contracts
- * Automatically from direct orders
- * Automatically from direct contracts

Sales agreements can be automatically calculated from orders through contracts. This method allows for the actuals to be calculated in real-time, which is useful for tracking performance against the agreement. Additionally, this method allows businesses to quickly adjust their sales agreements based on the actual performance of their orders.

QUESTION 31

What is required before the analytics for manufacturing App can be created?

- * Refresh sales agreements to be analyzed
- * At least dashboard must exist in each of the manufacturing cloud objects to be analyzed
- * Refresh forecasts to be analyzed
- * At least one record must exist in each of the Manufacturing cloud objects to be analyzed

The Salesforce Manufacturing-Cloud-Professional exam covers various topics related to Salesforce Manufacturing Cloud, such as order and inventory management, production planning, supplier collaboration, and more. Manufacturing-Cloud-Professional exam also tests your knowledge of Salesforce's best practices and methodologies for implementing Manufacturing Cloud solutions.

The Manufacturing Cloud Professional Certification Exam is a great way for professionals to demonstrate their commitment to ongoing learning and professional development. By earning this certification, they can stay up-to-date with the latest industry trends, best practices, and technologies, and continue to provide value to their clients or organizations.

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