

Manufacturing-Cloud-Professional Dumps

Manufacturing Cloud Accredited Professional Exam

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NEW QUESTION 1

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%. Where should the Account owner add the additional 5%?

- A. Update the Account Forecast to 10%.
- B. Set 5% value in Account Growth.
- C. Update the Market Growth to 10%.

Answer: B

Explanation:

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities. The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of 10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast. Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION 2

Which two statements are correct regarding the visibility of invalid team assignments?

- A. Invalid target assignments are shown in the Notifications section of the Assignments tab in the target's record
- B. Invalid target assignments are shown in Invalid Team Assignments section of a target only if you are the owner of that target.
- C. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record.
- D. Invalid target assignments are shown in Invalid Team Assignments related list on the Account Manager Target home page.
- E. Invalid target assignments can be seen in the Invalid Target Assignments report.

Answer: CE

Explanation:

Invalid target assignments are team assignments that are no longer valid due to changes in the target or the team member. For example, if a team member leaves the company or is reassigned to another target, their existing assignments become invalid. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record. This section displays the invalid assignments for all team members who have access to the target, regardless of the ownership. Invalid target assignments can also be seen in the Invalid Target Assignments report, which is a standard report provided by Manufacturing Cloud. This report shows all the invalid assignments for the current user and their subordinates, along with the reason for the invalidity. The report can be filtered by target name, team member name, or invalidity reason. References: Distribute Targets and Manage Invalid Targets Unit, Manage Invalid Team Assignments

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

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 5

Universal Containers (UC) is interested in using Manufacturing Cloud. During discovery, the business analyst identifies the following requirements:

- * 1. UC needs the ability to set quantity and revenue targets at the manager level, and the manager needs the ability to distribute that across each member of their team and their team's accounts.
- * 2. UC needs the ability to visualize the targets compared to the actual order amounts for the accounts with targets.
- * 3. UC needs the ability to forecast its sales on a rolling 12-month basis using a combination of data from opportunities, long-term agreements, past orders, and market data that is uploaded periodically.

Which combination of Manufacturing Cloud features addresses the requirements above?

- A. Account Manager Target
- B. Sales Agreements, Advanced Account Forecasting
- C. Account Manager Targets, Advanced Account Forecasting, CRM Analytics for Manufacturing App
- D. Account Manager Target
- E. Account Based Forecasting, CRM Analytics for Manufacturing App

Answer: A

Explanation:

? Account Manager Targets allow UC to set and track quantity and revenue targets at the manager level, and distribute them to their team members and accounts1.

? Sales Agreements allow UC to manage run-rate or long-term negotiated business with their customers, and track the order realization against the agreed terms1.

? Advanced Account Forecasting allow UC to forecast their sales on a rolling 12- month basis using data from opportunities, sales agreements, past orders, and market data1.

? CRM Analytics for Manufacturing App is a prebuilt app that provides insights into sales performance, account health, and customer satisfaction, but it does not address the requirements of UC2.

? Account Based Forecasting is a feature that allows UC to forecast their sales based on account hierarchy, but it does not use data from sales agreements or market data3.

References:

? What Is Manufacturing Cloud? - Salesforce

? CRM Analytics for Manufacturing App - Salesforce

? Account Based Forecasting - Salesforce

NEW QUESTION 6

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

- A. No action required, changes are reflected automatically
- B. Update to Assignments
- C. Refresh Assignments
- D. Recalculate Assignments
- E. Propagate to Assignments

Answer: C

Explanation:

Account Manager Targets is a feature in Manufacturing Cloud that allows businesses to set and track sales goals for their account managers based on product volume, revenue, or any other custom measure. Account managers can create, assign, and edit targets for their team members and monitor their performance against the targets. When a target is changed in Account Manager Targets, the change is not reflected immediately in the assignment values of the team members. To see the updated assignment values, you must perform the Refresh Assignments action on the Assignments tab of the target record. This action recalculates the assignment values based on the new target value and distributes the target among the team members according to the assignment rules. The other actions are not valid for Account Manager

Targets. References: Account Manager Targets in Manufacturing Cloud, Learn About Account Manager Targets, Enable Account Manager Targets, Assign an Account Manager Target

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

Universal Containers just launched 100 new products to be used in Salesforce Sales Agreements.

How should the products be set up in order for them to appear in sales agreements?

- A. All active products automatically appear in sales agreements.
- B. All products with active standard price book entries can be added to sales agreements.
- C. Products must be marked as active and added to the standard price book.

Answer: C

Explanation:

To ensure that the 100 new products appear in sales agreements, they must be marked as active and added to the standard price book. This is necessary for managing products and categories within a sales agreement and allows for the addition of new product lines or categories to activated sales agreements .

NEW QUESTION 9

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 10

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

Answer: CD

Explanation:

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

NEW QUESTION 15

Universal Containers (UC) wants to implement forecasting in Manufacturing Cloud for its stock parts division and engineered-to-order parts division. UC would like to see stock parts on a rolling monthly basis, with forecasted revenue and quantity. Engineered-to-order parts are ordered less frequently, so UC would like to see these on a rolling quarterly basis but with the same two metrics.

What should a Manufacturing Cloud consultant recommend for configuring forecasting?

- A. Configure Advanced Account Forecasting with two forecast sets, two period groups, and two forecast metrics.
- B. Configure Advanced Account Forecasting with one forecast set, two period groups, and four forecast metrics.
- C. Configure Advanced Account Forecasting with one forecast set, two period groups, and two forecast metrics.

Answer: A

Explanation:

? To configure forecasting in Manufacturing Cloud, UC needs to create and configure forecast sets, which are the primary building blocks for generating forecasts¹.

? A forecast set contains information such as the forecast period, the forecast fact object, the forecast frequencies, the data processing engine definitions, the forecast dimensions, and the forecast measures¹.

? UC has two different divisions with different forecasting needs, so they need to create two forecast sets, one for each division².

? Each forecast set needs to have a different period group, which defines the time periods for forecasting. For the stock parts division, UC needs a monthly period group, and for the engineered-to-order parts division, UC needs a quarterly period group².

? Each forecast set also needs to have two forecast metrics, which are the measures that UC wants to forecast. In this case, UC wants to forecast revenue and

quantity for both divisions2.

? The other options are incorrect because they do not match the requirements of UC. Option B would create only one forecast set, which would not allow UC to differentiate between the two divisions. Option C would create only two forecast metrics, which would not allow UC to forecast both revenue and quantity.

References:

? Create and Configure Forecast Sets - Salesforce

? Configure Forecast Sets Unit | Salesforce Trailhead

NEW QUESTION 17

Which two statements are accurate when embedding the Manufacturing agreement Performance and Manufacturing Product Performance dashboards in lightning page?

- A. Must set Component height to 120
- B. No filter required.
- C. Can embed in sales agreement page layout only
- D. Can embed in any manufacturing cloud page layout

Answer: AD

Explanation:

When embedding the Manufacturing Agreement Performance and Manufacturing Product Performance dashboards in a lightning page, it is recommended to set the dashboard's height to 120 pixels to ensure optimal display. Additionally, these dashboards can be embedded on any manufacturing cloud page layout without the need for setting up filters, offering flexibility in dashboard placement and enhancing user accessibility to critical performance data across various manufacturing cloud components .

NEW QUESTION 21

Badger Power wants to have a complete picture of both their run-rate and net-new business.

Which two Manufacturing Cloud functions should be configured?

- A. Account Based Forecasting
- B. Opportunity Funnel
- C. Sales Agreements
- D. Collaborative Forecast
- E. Product Forecast

Answer: AC

Explanation:

Account Based Forecasting and Sales Agreements are two Manufacturing Cloud functions that should be configured to have a complete picture of both run-rate and net-new business. Account Based Forecasting allows you to forecast your sales revenue based on the account level, rather than the opportunity level. This gives you more visibility into the demand from your existing customers, as well as the potential from new customers. Sales Agreements allow you to manage the sales lifecycle of your long-term contracts with customers, including pricing, volumes, and order realization. This helps you to track and fulfill your run-rate business, as well as to identify and capture new business opportunities within your agreements. References: Forecast Your Run-Rate and New Business with Account-Based Forecasting - Salesforce Help, [Create and Work with Sales Agreements - Salesforce Help]

NEW QUESTION 24

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.

Answer: B

Explanation:

The error ??System.CalloutException: Unauthorized endpoint?? indicates that the external endpoint is not whitelisted in Salesforce. To allow Apex callouts to access an external endpoint, the administrator or the developer must register the URL in Remote Site Settings. This is a security feature that prevents unauthorized access to external resources from Apex code. Creating a connected app for the external system or ensuring that the integration user has the necessary permissions to perform the callout are not sufficient to fix this error, as they do not address the issue of whitelisting the endpoint12. References: Apex Developer Guide: Making HTTP Callouts, Apex Developer Guide: Remote Site Settings

NEW QUESTION 28

An organization is looking to support channel partners but has yet to onboard them digitally. The organization would like to work closely with its partners to plan their work and support them by providing functionality, insights, and data.

What should the organization do to fill this gap?

- A. Add a timeline to the Experience Cloud
- B. Leveraging Partner Visit Management functionality
- C. Allow them to submit claims against warranty coverage

Answer: B

Explanation:

The organization should leverage Partner Visit Management functionality to fill the gap. Partner Visit Management is a feature of Salesforce Manufacturing Cloud that enables manufacturers to collaborate with their channel partners on sales and service activities. With Partner Visit Management, manufacturers can create and assign visit plans to their partners, track their progress and performance, and provide feedback and coaching. Partners can access the visit plans through the Manufacturing partner site, which is a predefined template for Experience Cloud sites. The Manufacturing partner site also allows partners to view and update sales agreements, forecasts, and account information, as well as access resources and training materials. By using Partner Visit Management and the

Manufacturing partner site, the organization can support its channel partners by providing functionality, insights, and data, as well as working closely with them to plan their work. References:

- ? Engage with Your Partners - Salesforce
- ? What Is Manufacturing Cloud? - Salesforce
- ? Elevate Partner Management - Salesforce
- ? Simplify Partner Engagement: A Guide for Manufacturers - Salesforce

NEW QUESTION 32

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 36

Service agents can't see the Service Console for Manufacturing app despite the administrator enabling Service Console for Manufacturing in the setup. What is the recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app?

- A. Grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets
- B. Add the Service Console for Manufacturing component to the Service Console Lightning Page Layout.
- C. Create a custom permission set to give access to the Service Console for Manufacturing app and grant it to all Service Agents.

Answer: A

Explanation:

The recommended method for an administrator to enable the full functionality of the Service Console for Manufacturing app is to grant the Service Agents the Service Console for Manufacturing and Industry Service Excellence permission sets. These permission sets provide access to the Service Console for Manufacturing app and the components within it, such as the Customer 360 Timeline, the Asset Performance Monitor, and the Warranty Claims Manager¹. Adding the Service Console for Manufacturing component to the Service Console Lightning Page Layout or creating a custom permission set are not necessary steps to enable the app functionality². References: Set Up Users and Permissions for Manufacturing Cloud, Learn About Service Console for Manufacturing

NEW QUESTION 39

Universal Containers (UC) wants to enrich the warranty claims experience for partners and distributors. UC wants its partners and distributors to submit warranty claims and closely track their status from the Manufacturing Experience Cloud site. Which standard object captures Type, Reason, and Account information?

- A. Claim Participant
- B. Claim
- C. Claim Item

Answer: B

Explanation:

The standard object that captures Type, Reason, and Account information for warranty claims is Claim. A Claim record represents a request made by a partner, dealer, or distributor to the manufacturer to repair, replace, or provide a refund for a defective asset¹. The Claim object has fields such as Claim Type, Claim Reason, and Account Name that store this information². References: How Warranty Claim Information Is Represented in Manufacturing Cloud, Claim Fields in Manufacturing Cloud

NEW QUESTION 40

Universal Containers has implemented Rebate Management and wants to define the Benefit information section of a Rebate Type Benefit. Which Sequence of Minimum and Maximum Range values would be valid?

- A. 0 to 100
- B. 101 to 200
- C. 201 to 300
- D. 301 to 400

Answer: A

Explanation:

Rebate Management allows businesses to create and manage rebate programs that reward their partners for meeting sales targets. A rebate program consists of a rebate type, which defines the incentive structure, and a rebate agreement, which specifies the eligible partners and products. A rebate type benefit is a component of a rebate type that defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. A benefit tier is a subcomponent of a rebate type benefit that specifies a range of sales targets and applicable benefit values. The minimum and maximum range values of a benefit tier must be positive integers and must not overlap with other benefit tiers in the same benefit. Therefore, the sequence of 0 to 100 is valid, while the other sequences are not. References: Rebate Management, Create and Manage Rebate Programs, Rebate Management Workflow

NEW QUESTION 43

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

Answer: B

Explanation:

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. References: 1: External Objects²

NEW QUESTION 46

What is the recommended way to calculate an Account Based Forecast for the next 13 months in the formula builder?

- A. Create a two-part validation rule for periods 1-12 and period 13.
- B. Create separate formulas for periods 1-12 and period 13.
- C. Create a two-part formula for periods 1-12 and period 13.
- D. Create an approval process for periods 1-12 and period 13.
- E. Create 13 separate formulas.

Answer: B

Explanation:

According to the Salesforce Manufacturing Cloud documentation, you can use the Formula Builder on the Account Forecasting page in Setup to create formulas for forecast calculations. You can define your own formulas for quantity and revenue based on sales agreements, orders, opportunities, and account metrics. You can create either a single formula for all periods, or multiple formulas for different period ranges. If the forecast display period is 12 months, you can create up to 12 formulas. However, if you want to calculate an account based forecast for the next 13 months, you need to create separate formulas for periods 1-12 and period 13, because the Formula Builder does not support more than 12 periods in a single formula. This way, you can ensure that the forecast calculations are accurate and consistent for each month. References: Build Formulas to Calculate Forecast, Configure Forecast Metrics and Formulas

NEW QUESTION 51

What is a key first step for Manufacturing Cloud implementation?

- A. Configure forecast regeneration settings.
- B. Enable Manufacturing Cloud features in Setup.
- C. Enable Manufacturing Cloud permissions for users.

Answer: B

Explanation:

The first step for Manufacturing Cloud implementation is to enable Manufacturing Cloud features in Setup. This step allows you to access the Manufacturing Cloud objects, fields, tabs, and components in your org. You can enable Manufacturing Cloud features for Sales, Service, or both, depending on your business needs. To enable Manufacturing Cloud features, you need to have the Customize Application permission and the Manufacturing Cloud license assigned to you¹. References: Enable Manufacturing Cloud Features

NEW QUESTION 55

The admin at badger power is trying to setup a Rebate type that is valid for transactions completed in January. Which option reflects by the admin?

- A. Setup anew rebate program with that volume rebate type and a single payout period for Jan
- B. Set Rebate type to active on Jan1 and inactive on Jan31
- C. Use the effective date on Rebate Type
- D. Set up an eligibility criteria for this rebate type with activity Date >= Jan1 and <= Jan31

Answer: D

Explanation:

The admin at badger power can set up an eligibility criteria for this rebate type with activity Date >= Jan1 and <= Jan31. This option allows the admin to specify the date range for which the rebate type applies to the transactions. The other options are either not possible or not sufficient to achieve the desired result. For example, setting up a new rebate program with a single payout period for Jan does not ensure that the rebate type is valid only for transactions completed in January. Setting the rebate type to active on Jan1 and inactive on Jan31 does not prevent the rebate type from being applied to transactions that occurred before or after January. Using the effective date on rebate type does not specify the end date for the rebate type validity. References: Eligible and Applied Rebate Types on a Transactional Object, Common Rebate Types

NEW QUESTION 60

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 62

If the team member hierarchy type is changed in account manager targets, which statement is accurate?

- A. No change to existing targets
- B. All the existing targets become read only
- C. All the existing targets turn to draft status
- D. All the existing targets have to be reapproved based on the new hierarchy

Answer: B

Explanation:

Account manager targets are long-term goals that account managers set for themselves and their team members. They can be based on revenue, volume, margin, or any other metric that is relevant for the business. The team member hierarchy type determines the users that account managers can assign targets to. It can be either the manager hierarchy or the forecasts hierarchy, which are defined in the Roles and Forecasts Hierarchy pages in Setup, respectively. If the team member hierarchy type is changed in account manager targets, all the existing targets are made read-only, as a warning message indicates. This is to prevent any inconsistency or confusion in the target assignments and approvals. To edit the existing targets, account managers have to clone them and make the necessary changes. References: Choose Team Member Hierarchy for Account Manager Targets, Set Up and Configure Account Manager Targets, Set Up Targets for Account Managers Unit | Salesforce Trailhead, Assign an Account Manager Target

NEW QUESTION 66

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 67

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Visualforce pages
- B. Lightning Classic Apps
- C. External Apps
- D. Experience Cloud
- E. Manufacturing Cloud license for external users

Answer: CD

Explanation:

To collaborate with channel partners in Manufacturing Cloud, it is recommended to use external apps and Experience Cloud. External apps are applications that run outside of Salesforce but can integrate with Salesforce data and functionality. They can provide custom solutions for specific business needs and extend the capabilities of Manufacturing Cloud. For example, external apps can enable partners to access inventory levels, order status, product catalogs, and pricing information from Salesforce. Experience Cloud, formerly known as Community Cloud, is a platform that allows you to create branded digital experiences for your customers, partners, and employees. It can help you engage with your channel partners and provide them with self-service tools, collaboration features, and personalized content. For example, Experience Cloud can enable partners to view and update sales agreements, account forecasts, rebates, and targets from Salesforce. It can also help you train and onboard your partners, monitor their performance, and reward them for their achievements. References: Engage with Your Partners, Re-Imagining Partner Relationships with Manufacturing Cloud, Manufacturing Cloud

NEW QUESTION 69

The Analytics for Manufacturing app has the following three modules: Sales Agreements, Account Based Forecasts, and Account Manager Targets. Which installation setup option is available for the administrator in the selection of modules?

- A. The administrator must select all three modules for the app to be installed.

- B. The administrator cannot change the default selection of modules.
- C. The administrator can choose any combination of modules based on the business need.

Answer: C

Explanation:

The Analytics for Manufacturing app is a prebuilt app that provides dashboards and insights for manufacturing account managers. The app has three modules: Sales Agreements, Account Based Forecasts, and Account Manager Targets. Each module has its own dataflow, template, and dashboard. The administrator can choose any combination of modules based on the business need and data availability. For example, if the administrator only wants to analyze sales agreements and account forecasts, they can select only those two modules and exclude the account manager targets module. The app creation process will only include the dataflows and templates for the selected modules. The administrator can also add or remove modules later by editing the app¹. References: Create and Share an App from the Analytics for Manufacturing Template

NEW QUESTION 71

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks product growth trends
- B. It tracks performance against account manager targets
- C. It tracks inventory utilization for a defined time frame
- D. It tracks account revenue growth against goals
- E. It tracks against product margin targets

Answer: A

Explanation:

The time series projection feature in Tableau CRM for manufacturing is designed to track product growth trends. This functionality utilizes statistical order forecasting predictions generated using time series forecasting models, which include order quantity values and order revenue values with a specified confidence level. By focusing on product growth trends, this feature enables manufacturers to analyze and predict future product performance, facilitating informed decision-making and strategic planning .

NEW QUESTION 74

At universal containers some Manufacturing cloud users have ??Delete sales agreement?? profile permission. Which two statements are correct about that permission and the entitled users ability to delete sales agreements?

- A. Account owners will see the ??Delete?? option on the sales agreements record header
- B. Only sales agreements with no associated products can be deleted
- C. Only these user will see the ??Delete?? option on the sales agreement record header
- D. Only non-active sales agreements can be deleted
- E. Sales agreements with any status can be deleted

Answer: CE

Explanation:

According to the Salesforce Manufacturing Cloud documentation, the ??Delete sales agreement?? profile permission allows users to delete an active, approved, canceled, or expired sales agreement. However, they can only delete a sales agreement if it doesn't have any active orders associated with it. Only users with this permission will see the ??Delete?? option on the sales agreement record header. Account owners or other users without this permission will not see the ??Delete?? option. The status of the sales agreement does not affect the ability to delete it, as long as there are no active orders¹. References: 1: Delete a Sales Agreement - Salesforce

NEW QUESTION 77

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

Answer: A

Explanation:

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 campaigns¹². References: Meet Manufacturing Cloud, Strengthen Relationships with Partners

NEW QUESTION 78

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 79

An administrator has updated the team member hierarchy type from Forecasts hierarchy to Manager hierarchy on the account manager target. What will happen to existing targets?

- A. All access to existing targets will be deleted.
- B. Status for all existing targets will become Read-only.
- C. Status for all existing targets will become Draft.

Answer: B

Explanation:

When an administrator changes the team member hierarchy type for account manager targets, the existing targets are affected by this change. The status of all existing targets becomes read-only, which means that they cannot be edited or deleted. This is to prevent any inconsistency or data loss due to the change in hierarchy. The new hierarchy type will apply only to the new targets that are created after the change. References: Choose Team Member Hierarchy for Account Manager Targets

NEW QUESTION 81

Which two statements are correct about sales agreement cloning?

- A. The product details are copied over from the original sales agreement
- B. The new sales agreement is created in draft status
- C. The default start date of the new sales agreement is equal to the start date of the original sales agreement
- D. The new sales agreement is created in activated status
- E. The agreement term details are copied over from the original sales agreement

Answer: AB

Explanation:

Sales agreement cloning is a feature that allows users to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for different accounts or time periods. When cloning a sales agreement, the product details, such as product name, quantity, price, and discount, are copied over from the original sales agreement. The new sales agreement is created in draft status, which means it can be edited and submitted for approval. The default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The agreement term details, such as metrics, actuals, and forecasts, are not copied over from the original sales agreement, as they are specific to each sales agreement and time period. References: Clone a Sales Agreement, Sales Agreement Cloning

NEW QUESTION 82

In Salesforce Manufacturing Cloud, why is it important to validate the functionality against business process flows during implementation or system updates?

- A. To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization
- B. To optimize and streamline the manufacturing operations by leveraging the full capabilities of Salesforce Manufacturing Cloud
- C. To improve user adoption and satisfaction by customizing the system to match the organization's unique business requirements

Answer: A

Explanation:

Validating the functionality against business process flows is a key step in the implementation or system update of Salesforce Manufacturing Cloud. It helps to ensure that the system meets the business requirements and expectations of the stakeholders, and that it can handle the various scenarios and use cases that may arise in the manufacturing industry. By validating the functionality, you can also identify and resolve any issues or gaps that may affect the system performance, usability, or security. Additionally, validating the functionality can help you to document and communicate the system changes and benefits to the end users and other parties involved in the project. References: Implementation Guide, System Updates

NEW QUESTION 84

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 85

An organization does not have Account Forecasting Model set up. Based on the analysis it has done, the organization has agreed to set up Account Forecasting from 1 Jan 2024 for a period of 18 months. The current period is Feb 2024.

Which values will need to be set up for the start period?

- A. 18
- B. 2
- C. 18
- D. 2
- E. 1

Answer: B

Explanation:

? The start period is the number of periods before or after the current period that the forecast generation starts from1.

? To generate forecasts from a future period, a positive start period offset is required2.

? Since the current period is Feb 2024 and the organization wants to start forecasting from Jan 2024, the start period offset is 2 (Jan 2024 is two periods before Feb 2024).

? The other options are incorrect because they do not match the desired start period for the organization.

References:

? Configure Account Forecasts - Salesforce

? Considerations for Advanced Account Forecasting - Salesforce

NEW QUESTION 88

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?

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

Answer: D

Explanation:

Account and market growth percentages are values that account managers can enter to indicate the expected growth of their account and the market for their products in the upcoming period. These values are used in the forecast formula to calculate the forecast quantity and revenue for future periods. The new values are used in forecasting the future periods only when the account and market growth percentages are part of the forecast formula. If the forecast formula does not include these values, then editing them will not affect the forecast calculation. References: Create Accurate Account Forecasts, Configure Forecast Metrics and Formulas

NEW QUESTION 90

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 92

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 themetric to the Agreement Terms.
- B. Create custom fields tor 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 volum
- 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 95

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

- A. Average Price
- B. Days Remaining
- C. Mean absolute percentage error in the forecast
- D. Actual vs Forecasted Revenue
- E. Actual vs Planned Revenue

Answer: CD

Explanation:

The Forecast Analysis dashboard in Tableau CRM for Manufacturing is a tool that helps business analysts evaluate the accuracy and quality of the account forecasts generated by the Manufacturing Cloud. It allows them to compare the actual revenue with the forecasted revenue, as well as the planned revenue, for each account, product, and product category. It also shows the mean absolute percentage error (MAPE) in the forecast, which is a measure of how close the forecast is to the actual revenue. The lower the MAPE, the better the forecast. The dashboard also provides other metrics, such as forecast bias, forecast coverage, and forecast attainment, to help analysts identify areas of improvement and optimize the forecasting process¹. References: Protect and Grow Your Business Unit, Forecast Analysis Dashboard, How Forecasting Works in Tableau

NEW QUESTION 97

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 101

Which two out-of-the-box Manufacturing Actions can be performed in Process Builder and Flow Builder?

- A. Clone Sales Agreement
- B. Mass Archive Sales Agreement
- C. Mass Update Account Forecast
- D. Clone Account Forecast
- E. Mass Update Sales Agreement

Answer: CE

Explanation:

Manufacturing Actions are custom actions that are available in Process Builder and Flow Builder to automate common tasks related to Manufacturing Cloud objects. Out of the box, there are two Manufacturing Actions that can be performed in Process Builder and Flow Builder: Mass Update Account Forecast and Mass Update Sales Agreement. Mass Update Account Forecast allows you to update multiple account forecasts at once based on a filter criteria. Mass Update Sales Agreement allows you to update multiple sales agreements at once based on a filter criteria. These actions can help you save time and ensure data accuracy by applying bulk changes to your account forecasts and sales agreements. References: Manufacturing Actions | Manufacturing Cloud Developer Guide | Salesforce Developers, Salesforce Manufacturing Cloud Professional Dumps Updated - Dumpsbase, Salesforce Manufacturing-Cloud-Professional Exam Dumps - DumpsMate

NEW QUESTION 104

Universal Containers (UC) has created flows for its Manufacturing Cloud processes. UC is looking to make additional improvements, as all actions within its flows are currently custom-built.

What are some of the default automation actions that Manufacturing Cloud provides for flows and process builders?

- A. Recalculate Forecasts Actions, Update Account Manager Target Values, Send Forecast Summary Actions
- B. Calculate Advanced Account Forecasts, Recalculate Forecasts Actions, Recalculate Account Manager Targets
- C. Update Account Manager Target Values, Refresh Actuals Calculations, Calculate Advanced Account Forecasts

Answer: B

Explanation:

Manufacturing Cloud provides some default automation actions that can be used in flows and process builders to streamline the forecasting process. These actions are¹:

? Calculate Advanced Account Forecasts: This action calculates the forecast values for the advanced account forecast records based on the forecast set, forecast type, and time period. It can be used to generate forecasts for product categories or key revenue measures.

? Recalculate Forecasts Actions: This action recalculates the forecast values for the account forecast records based on the forecast set, forecast type, and time period. It can be used to update forecasts for run-rate or new business.

? Recalculate Account Manager Targets: This action recalculates the target values for the account manager target records based on the forecast set, forecast type, and time period. It can be used to update targets for account managers based on their assigned accounts and products.

The other options are not default automation actions provided by Manufacturing Cloud. They are either custom actions or features that require manual configuration. References: 1: Flow Builder and Process Builder Actions for Manufacturing Cloud²

NEW QUESTION 105

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 106

Many of Universal Containers' management teams must travel to different production facilities as part of their regular work. They require access to features on their desktop and mobile devices to view and approve sales agreements.

What is an important consideration to keep in mind when preparing and conducting testing?

- A. The Mobile User permission must be assigned to the test users.
- B. Sales Agreement features are not available on mobile devices, but approvals can be done via email.
- C. When testing Manufacturing Cloud for mobile, a Wi-Fi connection is required.

Answer: A

Explanation:

To test Manufacturing Cloud features on mobile devices, the test users need to have the Mobile User permission assigned to them. This permission enables them to access the Salesforce mobile app and use the features that are available on mobile, such as viewing and approving sales agreements¹. Sales Agreement features are available on mobile devices, and approvals can be done via the mobile app or email². When testing Manufacturing Cloud for mobile, a Wi-Fi connection is not required, but it is recommended for better performance³. References: Automated Testing with the Salesforce Mobile App & Appium, Sales Agreement Management, Online Testing Cloud for Salesforce Websites

NEW QUESTION 107

Universal Containers has implemented Manufacturing Cloud Sales Agreements to manage run rate business. The actuals are updated directly from the orders. In which order should the administrator migrate the data from the legacy system to Manufacturing Cloud?

- A. Accounts, Sales Agreements, Sales Agreements Products, Orders
- B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders
- C. Orders, Accounts, Sales Agreement, Sales Agreement Products

Answer: B

Explanation:

To migrate data from a legacy system to Manufacturing Cloud, the administrator should follow the recommended order of data import. This order ensures that the data dependencies and relationships are maintained and that the data integrity is preserved. The recommended order of data import is as follows¹:

? Accounts: This is the first object to import, as it represents the customers and their details. Accounts are related to Sales Agreements and Orders, so they must be imported before them.

? Sales Agreements: This is the second object to import, as it represents the contractual agreements between the customers and the manufacturer. Sales Agreements are related to Sales Agreement Products and Sales Agreement Schedules, so they must be imported before them.

? Sales Agreement Products: This is the third object to import, as it represents the products that are included in the Sales Agreements. Sales Agreement Products are related to Sales Agreement Product Schedules, so they must be imported before them.

? Sales Agreement Product Schedules: This is the fourth object to import, as it represents the forecasted quantities and prices of the Sales Agreement Products over time. Sales Agreement Product Schedules are related to Orders, so they must be imported before them.

? Orders: This is the fifth and final object to import, as it represents the actual orders placed by the customers. Orders are related to Order Products, which are automatically created when the Orders are imported.

Therefore, the correct answer is B. Accounts, Sales Agreements, Sales Agreements Schedules, Orders. References: Import Data into Manufacturing Cloud

NEW QUESTION 112

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.

Answer: C

Explanation:

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.

NEW QUESTION 114

Universal container wants to enter a sales agreement for Widget A, Which three minimum data element required on sales agreement

- A. Opp, Pricebook, Product
- B. Account, Opp, Contracts
- C. Account, Price book, Product
- D. Account, Product, Orders

Answer: C

Explanation:

create a sales agreement, you need to specify the account, the price book, and the product(s) that are part of the agreement. The account is the customer that you have a contractual relationship with. The price book is the list of products and prices that you offer to the account. The product(s) are the items that you agree to sell to the account for a certain quantity, price, and time period. You can also add other optional data elements to the sales agreement, such as start date, end date, schedule frequency, schedule count, and terms and conditions¹. References:

- ? Create a Sales Agreement

NEW QUESTION 116

Universal Containers wants to make run-rate business more predictable within Manufacturing Cloud. Which standard feature serves as a starting point to manage this?

- A. Opportunity or Sales Agreements
- B. Sales Agreements
- C. Opportunity

Answer: B

Explanation:

n: Sales Agreements are the standard feature in Manufacturing Cloud that allow users to track and manage their run-rate or long-term negotiated business. Sales Agreements unify the data from ERP and order management systems with the contract terms, including planned volumes and revenues, so that both operations and account teams can have a 360-degree view of the customer. Sales Agreements also enable users to forecast their run-rate business more accurately and efficiently by using account-based forecasting. Opportunities are used to track new business or one-off business, not run-rate business. Opportunity or Sales Agreements is not a valid option, as they are two different features. References: What Is Manufacturing Cloud?, Forecast Your Run-Rate and New Business with Account-Based Forecasting, Salesforce Launches Manufacturing Cloud—Aligning Sales and Operations to Deliver More Transparent and Predictable Business Outcomes, Salesforce Blog: Manufacturing Cloud

NEW QUESTION 117

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 118

Which two options can be used to populate a custom metric so that it shows on forecast grid?

- A. Implement a record trigger flow on Account Product Forecast (APF)
- B. Implement an apex trigger on Account Product Forecast (APF)
- C. Used to recalculate all forecast button on the account forecast settings page
- D. Implement an apex trigger on Account Product period Forecast (APPF)

E. Implement an record trigger on Account Product period Forecast (APPF)

Answer: AD

Explanation:

You can use apex triggers to populate a custom metric on the forecast grid. A custom metric is a field that you can add to the Account Product Forecast (APF) or Account Product Period Forecast (APPF) objects to display additional information on the forecast grid. For example, you can create a custom metric to show the profit margin or the cost of goods sold for each product. To populate a custom metric, you need to write an apex trigger on the APF or APPF object that calculates the value of the custom metric based on the data in the record. You can use the standard or custom fields in the APF or APPF object as inputs for the calculation. For example, you can use the Planned Quantity, Planned Revenue, and Product Cost fields to calculate the profit margin. You can also use the fields from the related objects, such as the Account, Product, or Sales Agreement, by using the relationship queries. For example, you can use the Account Name or the Sales Agreement Status fields to filter the records for the calculation. After writing the apex trigger, you need to deploy it to your org and activate it. Then, you can add the custom metric field to the forecast grid layout and see the values populated on the grid. References: Create Custom Metrics for Account Forecasts, Apex Developer Guide, Relationship Queries

NEW QUESTION 123

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 127

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 130

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Thank You for Trying Our Product

* 100% Pass or Money Back

All our products come with a 90-day Money Back Guarantee.

* One year free update

You can enjoy free update one year. 24x7 online support.

* Trusted by Millions

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