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QUESTION 1

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

- A. Rebate Management
- B. Sales Agreements
- C. Account Based Forecasts
- D. Account Manager Targets

Correct Answer: BD

The standard Manufacturing Experience Cloud Template includes functionalities such as Sales Agreements and Account Manager Targets among its offerings. Sales Agreements help manage and track the terms of sales between a business and its customers, while Account Manager Targets facilitate setting and tracking sales targets for account managers. These functionalities are integral to streamlining sales operations and enhancing the management of customer relationships within the Manufacturing Cloud .

QUESTION 2

Which two methods can be used to recalculate payouts after the payout period is closed?

- A. Recalculate payouts due to changed benefits
- B. Renew payouts with benefit charges
- C. Recalculate payouts with no charge in benefits
- D. Receive payouts with charged benefits
- E. Recalculate account benefit charge

Correct Answer: AC

You can recalculate payouts for closed periods in two situations: when the member benefits change due to changed requirements, or when the member submits transactions after the payout period is closed, or there is an error in the payout calculation. In both cases, you need to modify the payout records and run the rebate flow again to recalculate the payouts. The first method is to recalculate payouts due to changed benefits, which means that the benefit structure and terms have changed after the payout was calculated for a period. The second method is to recalculate payouts with no charge in benefits, which means that the benefit structure and terms have not changed, but the transactions or the payout calculation have changed. References: Recalculate Payouts for Closed Periods, Rebate Management

QUESTION 3

Universal Containers (UC) wants to adhere to implementation best practices. What is a recommended way for UC to establish clarity between new business and run-rate business?

- A. New businesses should use Opportunities and Collaborative Forecasting Run-rate business should use Sales Agreements and Account Based Forecast

- B. New businesses should always use Opportunities and Sales Agreements.
- C. Run-rate business should use only Account Based Forecast and Opportunities.

Correct Answer: A

To establish clarity between new business and run-rate business, Universal Containers should adopt a differentiated approach where new businesses use Opportunities and Collaborative Forecasting, while run-rate business utilizes Sales Agreements and Account-Based Forecasting. This strategy leverages the strengths of Salesforce Manufacturing Cloud's forecasting and agreement features to align with the distinct nature of new and run-rate business, ensuring accurate forecasting and effective management of business operations.

QUESTION 4

Universal Containers (UC) is implementing Advanced Account Forecasting for its national business. UC has three primary product materials it wants to forecast for each of its key distribution partners. Each of UC's individual products has one of these material attributes on its record, but UC doesn't need to see the product detail in its forecast. What should the administrator do to meet these business requirements?

- A. Add custom Material dimension to Forecast Fact and Forecast Set. Update the DPE definitions to aggregate the data at the distribution partner level.
- B. Configure a custom Forecast Context. Create new DPE definitions from scratch.
- C. Add custom Material dimension to Forecast Fact and Forecast Set. Clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics.

Correct Answer: C

To meet the business requirements of UC, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This will allow UC to group and filter the forecast data by the material attribute of the products. The administrator should also clone and use the standard DPE definitions to populate the new custom metrics for the Material dimension. The standard DPE definitions are templates that can be used to aggregate data from various sources, such as sales agreements, orders, opportunities, and custom objects. By cloning and using the standard DPE definitions, the administrator can save time and effort in creating the formulas and filters for the new custom metrics. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch, as these options are more complex and require more customization. References: Create Holistic Forecasts with Advanced Account Forecasting, Set Up Dimensions and Period Groups, Streamline Forecast Calculations with Data Processing Engine Definitions

QUESTION 5

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.

Correct Answer: A

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.

QUESTION 6

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

Correct Answer: AB

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

QUESTION 7

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

- A. Manufacturing Analytics Plus
- B. Einstein Analytics Plus
- C. Analytics Plus
- D. Rebates Management Add on

Correct Answer: AD

To access the Rebate analytics functionality in Tableau CRM for Manufacturing, you need two licenses: Manufacturing Analytics Plus and Rebates Management Add on. Manufacturing Analytics Plus is a license that enables you to use the Analytics for Manufacturing app, which provides out-of-the-box dashboards and reports for sales agreements, forecasts, targets, and rebates. Rebates Management Add on is a license that enables you to use the Rebate Management feature, which allows you to create and manage custom rebate programs, automate payouts, and review processes. Together, these licenses allow you to perform what-if analysis, monitor program performance, and collaborate with channel partners using Tableau CRM for Manufacturing. References: Rebate Management - Salesforce Help, Salesforce Manufacturing Cloud Rebates What-If | Tableau Exchange, Streamline Channel Sales with an Intelligent Rebate Strategy -Salesforce

QUESTION 8

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

Correct Answer: AB

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

QUESTION 9

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

Correct Answer: C

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

QUESTION 10

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

Correct Answer: B

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

QUESTION 11

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

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

- A. A standard Order object
- B. An external object
- C. A custom object

Correct Answer: B

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

QUESTION 12

A regional sales manager for Universal Containers would like to forecast at the product hierarchy level.

How should the system administrator set up Advanced Account Forecasting?

- A. Configure the forecast set on the Advanced Account Forecasting Setup page.
- B. Configure the forecast context field from Account Id to Product Category.
- C. Create a flow to modify the Advanced Account Forecasting to support the product hierarchy.

Correct Answer: C

To forecast at the product hierarchy level, the system administrator needs to create a flow that modifies the Advanced Account Forecasting to include the product category as a custom dimension. The product category is a field on the product object that defines the hierarchy of products. By adding the product category as a custom dimension, the system administrator can enable the regional sales manager to view and adjust forecasts based on different product categories. The flow should use the Data Processing Engine to aggregate data from orders, opportunities, sales agreements, and other custom objects by product category, and then use the Calculate Advanced Account Forecast and Update Advanced Account Forecast Set Partner invocable actions to generate the forecasts. The flow should also assign the appropriate forecast set to the regional sales manager based on their role and region. References: Create Holistic Forecasts with Advanced Account Forecasting, Example: Generate Forecasts Across Multiple Regions with

Advanced Account Forecasting, Calculate Account Forecasts Using Flows

QUESTION 13

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.

Correct Answer: C

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 Claims.

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 service.

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

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

QUESTION 14

Which object is required to create a Sales agreement?

- A. Account
- B. B)
- C. Contract
- D. Order

E. Quote

Correct Answer: A

A sales agreement is a long-term agreement between a buyer and a seller to negotiate price and volume of products. To create a sales agreement in Salesforce Manufacturing Cloud, you need to have an account object that represents the buyer. The account object stores the information about the customer, such as name, address, contact, industry, and so on. You can also associate a contact object with the account to specify the person who is responsible for the sales agreement. Other objects that are related to the sales agreement are sales agreement product, sales agreement product schedule, sales agreement line item, and sales agreement forecast. References: SalesAgreement | Manufacturing Cloud Developer Guide | Salesforce Developers, Sales Agreements and Forecasting in Manufacturing Cloud | Salesforce Module, Convert Opportunity to Sales Agreements in Salesforce Manufacturing Cloud

QUESTION 15

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.

Correct Answer: C

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 .

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