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QUESTION 1

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

Correct Answer: ADE

The Opportunity Owner, Order Owner, and Account Owner are the user types that can be selected in the Tableau CRM configuration wizard to receive credit for an order when calculating actuals against account manager targets. These user types are linked to the opportunity, order and account respectively, and are likely to be the users responsible for the sales transaction. Reference:https://help.salesforce.com/articleView?id=tableau_crm_config_wizard.htm&type=5

QUESTION 2

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 a new 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.

Correct Answer: B

QUESTION 3

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.

Correct Answer: B

QUESTION 4

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

QUESTION 5

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: BC

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

QUESTION 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: BC

QUESTION 7

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

Correct Answer: AE

QUESTION 8

What is the purpose of defining the renewal days for sales agreement

- A. Determines the beginning of the sales agreement
- B. Determines the beginning of the renewal period
- C. Determines the end of the sales agreement
- D. Determines the end of the sales agreement

Correct Answer: B

QUESTION 9

When list views are selected for account forecasts, which two permissions options may be based on the list view so the Account managers can generate forecasts?

- A. All users can see the list views
- B. Share list view with group of users
- C. Share list view with account owners
- D. All users above hierarchy can see this list views

Correct Answer: AB

QUESTION 10

A salesforce Manufacturing cloud user finds that the current sales agreement data is not displaying in tableau CRM for manufacturing. What two possibilities could cause this to happen?

- A. The sales agreement was linked to person accounts
- B. Sales agreements are only displayed in the grid
- C. The sales agreement was not added to the data flow
- D. The sales agreement data flow was not updated

Correct Answer: CD

QUESTION 11

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

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

Correct Answer: A

QUESTION 12

Which three actions are available when using the Mass Update function to update multiple values of a single metric of a Sales Agreement in the Sales Agreement Terms tab?

- A. Decrease By
- B. Update With
- C. Increase By
- D. Replace With
- E. Multiply By

Correct Answer: ACD

QUESTION 13

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

Correct Answer: BD

QUESTION 14

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

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

Correct Answer: ABE

QUESTION 15

Which two options are available to integrate Oracle ERP orders data with Manufacturing Cloud?

- A. Use an AppExchange ISV solution
- B. Use API integration with custom logic
- C. Use the ERP integration template
- D. Use ANT Migration

Correct Answer: BD

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