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Exam : **Manufacturing-Cloud-Professional**

Title : Manufacturing Cloud
Accredited Professional Exam

Vendor : Salesforce

Version : DEMO

NO.1 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

Answer: C D

Explanation:

According to the Salesforce Manufacturing Cloud documentation, to display the current sales agreement data in tableau CRM for manufacturing, you need to add the sales agreement object to the data flow and update the data flow. The data flow is a set of instructions that defines how data is extracted, transformed, and loaded into the app. If you do not add the sales agreement object to the data flow, the app will not have access to the sales agreement data. If you do not update the data flow, the app will not reflect the latest changes in the sales agreement data¹. References: 1: Set Up the CRM Analytics App for Manufacturing Cloud Learn more

1blob:<https://www.bing.com/75924f7d-ce10-4904-b3d2-4996b3dcdca7>

developer.salesforce.com2blob:<https://www.bing.com/c30db82f-7512-4b86-8ad0-68f8704ae728>
trailhead.salesforce.com

NO.2 Universal Containers (UC) currently uses Sales Agreements to track its annual plans with customers but is working with a consultant to set up Advanced Account Forecasting.

UC stores shipped/invoiced order data in a child-custom object related to the standard Order object. UC has two primary requirements:

- 1) To see its forecast by Product Code and Product Category
- 2) To see actual order data broken out into three metrics: Quantity Ordered but still Open, Quantity Ordered but Shipped, and Quantity Invoiced How should a consultant set up Advanced Account Forecasting to fulfill these requirements successfully?

A. On the Forecast Fact - Configure two new custom dimension fields (product code and product category) and three new custom metric fields (ordered quantity, shipped quantity, and invoiced quantity). Modify the OOTB DPE templates to incorporate the new dimensions and aggregate the data according to the new metrics.

B. On the Forecast Fact - Configure three new custom metric fields (ordered quantity, shipped quantity, and invoiced quantity). Modify the OOTB DPE templates to aggregate just the new metrics; the new dimension will be automatically incorporated from the product.

C. On the Forecast Fact - Configure two custom dimension fields (product code and product category) and two new custom metric fields (shipped quantity and invoiced quantity). Modify the Out of the Box (OOTB) Data Processing Engine (DPE) templates to incorporate the new dimensions; the new metric aggregation will be automatic.

Answer: A

NO.3 An account manager needs to analyze the business performance of several business units and wants to create a sales forecast based on customer accounts, products, and business units.

Which forecast solution provides the metrics the account manager is looking for?

- A.** Account Forecasting
- B.** Account Manager Targets

C. Advanced Account Forecasting

Answer: C

Explanation:

The account manager looking to analyze business performance across various units and create a sales forecast based on customer accounts, products, and business units should use Advanced Account Forecasting. This solution generates baseline 360-degree forecasts considering opportunities, orders, sales agreements, historical orders, and other custom measures, providing a holistic view of business aspects .

NO.4 Which Manufacturing Intelligence dashboard should a consultant use to identify products that could upsell and cross-sell across all accounts for the next quarter?

A. Whitespace Analysis

B. Pricing Insights

C. Team Targets

Answer: A

NO.5 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: A D E

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.

= Create and Share an App from the Analytics for Manufacturing Template, Salesforce Authentication - Tableau, The Configuration Wizard - Salesforce Developers

NO.6 What is the maximum number of products a sales agreement can have?

- A. 1500
- B. 500
- C. 100
- D. 1000

Answer: A

Explanation:

A sales agreement is a record that captures the terms and conditions of a long-term or run-rate business relationship between a manufacturer and a customer. It can include products, product categories, prices, volumes, schedules, and other details. A sales agreement can have a maximum of 1500 products or product categories and 72 schedules. Contact Salesforce support if you want to increase the limits. Note that having a large number of product or product categories and schedules can affect system performance¹. References: Considerations for Working with Manufacturing

NO.7 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: C D

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

NO.8 Universal Containers (UC) is preparing to roll out its new Manufacturing Cloud. UC has asked a group of end users to conduct preliminary testing. A group of 12 users is conducting testing and must give the go-ahead to deploy all settings to the production environment.

Which items are necessary to conduct proper testing?

- A. Process scripts; Sandbox access; Communication guidelines
- B. Sandbox access; Test data; Process scripts
- C. Profile configuration; Process scripts; User permissions

Answer: A

Explanation:

To conduct proper testing of Manufacturing Cloud, the end users need the following items:

Sandbox access: A sandbox is a copy of the production environment that allows users to test changes and features without affecting the live data. Manufacturing Cloud offers different types of sandboxes for different testing purposes, such as learning, pre-release, and base12.

Test data: Test data is a set of realistic and representative data that is used to simulate the actual

business scenarios and workflows in Manufacturing Cloud. Test data can be created manually, imported from external sources, or copied from the production environment³⁴.

Process scripts: Process scripts are step-by-step instructions that guide the users through the testing scenarios and expected outcomes. Process scripts help to ensure that the testing is consistent, comprehensive, and aligned with the business requirements. References: Create a Manufacturing Cloud Trial Org, Try Manufacturing Cloud for Free, Create Test Data for Your Full Sandbox, Import Data into Your Org, [Create a Test Plan for Your Salesforce Implementation], [Test Your Salesforce Implementation].

NO.9 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

NO.10 If an organization would like to apply a rebate program to more than one account, which course of action should be taken to accomplish this requirement?

- A.** Create a new rebate program for each account
- B.** Add each account to the rebate benefits related list to the rebate program
- C.** Add each account to the members related list on the rebate program

Answer: C

Explanation:

According to the Salesforce Manufacturing Cloud documentation, to apply a rebate program to more than one account, you need to add each account to the members related list on the rebate program. This way, you can enroll multiple accounts as members of the same rebate program and track their transactions and payouts. You can add one account at a time, or use an existing Accounts list view to enroll multiple members. You can also enroll an account in multiple rebate programs if needed¹.

References: 1: Enroll Members to a Rebate Program

NO.11 Which approach reduces the number of manual process steps and leverages automation technology to load the partner's Proof-of-Sale data required as supporting information for rebate claims?

- A.** Expose the Proof-of-Sale object to the partner via the partner Experience Cloud site, allow the partner to create a new record and enter the required information, and then save the record. Enable a flow to route the record to a partner support agent to review the information and approve and reject each individual record with a rejection reason code. Partner will be able to fix any rejected

record and resubmit it.

- B.** Enable the partner to upload scanned images of their customer invoices from the partner Experience Cloud and convert the images into text, which can then be loaded into the Salesforce standard Invoice object.
- C.** Configure an EDI Business to Business (B2B) integration to the partner's Enterprise Resource Planning (ERP) system using MuleSoft or other middleware to transfer the data from the partner's system to the Salesforce Utilize a flow to accept or reject individual records, and provide a response back to the partner using the same EDI B2B connection.

Answer: C

NO.12 Universal container wants to stream line the way they collaborate on sales agreement with their channel partners which is the recommended option

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

Answer: A

Explanation:

Manufacturing Cloud comes with a predefined manufacturing partner template that can help manufacturers collaborate efficiently with their channel partners on sales agreements, forecasts, leads, and opportunities. The manufacturing partner template is a responsive portal that provides partners with access to knowledge articles, dashboards, and reports. Partners can also update products, prices, quantities, and adjustments on sales agreements, as well as view and edit account forecasts. The manufacturing experience cloud template is built on Experience Cloud, which allows you to customize the site with branding, themes, components, and pages.

You can also assign user permissions and roles for the site to control the access and visibility of your partners. References: Engage with Your Partners, What Is Manufacturing Cloud?, Manufacturing - Salesforce.

com, Simplify Partner Engagement: A Guide for Manufacturers

NO.13 Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

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

Answer: A B E

Explanation:

When using the mass update multiple values of a single metric of a sales agreement terms tab, the three actions that are available are: replace with, decrease by, and increase by. These actions allow the user to update the values of a metric across multiple periods and products in a sales agreement. For example, the user can replace the forecasted quantity of a product with a new value, or increase the discount percentage of a product by a certain amount. The other options, update with and

multiply by, are not valid actions for mass update. References: Mass Update Account Forecast Action, Update Multiple Values in Advanced Account Forecasts

NO.14 The service agents at Universal Containers reported that it takes too long to find information related to contacts and accounts, such as Cases, Assets, Warranties, and Claims.

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

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

Answer: C

Explanation:

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

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

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

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

Service Console for Manufacturing - Salesforce

Get Started with Manufacturing Cloud for Service - Salesforce

NO.15 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: B

NO.16 Where would a consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities be found?

- A. Rebate Management in Manufacturing Cloud
- B. Sales Agreement in Manufacturing Cloud
- C. Account Based Forecast in Manufacturing Cloud
- D. Account Manager Targets in Manufacturing Cloud
- E. Contracts in Manufacturing Cloud

Answer: B

Explanation:

A sales agreement in Manufacturing Cloud represents a long-term agreement between a buyer and a

seller to negotiate price and volume of products¹. It provides a consolidated view of all the terms of the agreement, including the duration, products, price, planned quantities, and actual quantities². A sales agreement can be created from an external source, such as a quote, opportunity, or custom object³. A sales agreement can also be used to create accurate account forecasts based on the planned and actual quantities⁴. References: Sales Agreements and Forecasting in Manufacturing Cloud, Get Started with Sales Agreements, SalesAgreement, Sales Agreement