

# Salesforce.Manufacturing-Cloud-Professional.v2023-10-02.q35

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## NEW QUESTION: 1

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

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

**Answer: A (LEAVE A REPLY)**

## NEW QUESTION: 2

A new custom field is created on the Account Product Forecast (APF) Table. Account Managers have already been assigned the standard Manufacturing Account Forecast permission set.

Which two actions can be taken to give the Account Managers 'Read' access to this new field?

- A. Clone the standard permission set Manufacturing Account Forecast to a new permission set with license type Manufacturing Forecast Psl. Grant Read access to the field on the new permission set. Assign the cloned permission set to the Account Managers.
- B. Give 'Read' access to the field on the standard Manufacturing Account Forecast' permission set.
- C. Create a new custom permission set of license type Salesforce'. Grant Read access to the field. Assign the newly created permission set to the Account Managers

D. Clone the standard permission set Account Forecast to a new permission set with license type 'Salesforce. Grant 'Read' access to the field on the new permission set. Assign the cloned permission set to the Account Managers

**Answer: A,C ([LEAVE A REPLY](#))**

### **NEW QUESTION: 3**

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

- A. Automatically from contracts through orders.
- B. Manually using api upload
- C. Automatically from orders through contracts
- D. Automatically from direct orders
- E. Automatically from direct contracts

**Answer: ([SHOW ANSWER](#))**

Explanation

Sales agreements can be automatically calculated from orders through contracts. This method allows for the actuals to be calculated in real-time, which is useful for tracking performance against the agreement.

Additionally, this method allows businesses to quickly adjust their sales agreements based on the actual performance of their orders.

### **NEW QUESTION: 4**

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

**Answer: A,B,C ([LEAVE A REPLY](#))**

### **NEW QUESTION: 5**

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

**Answer: A,B ([LEAVE A REPLY](#))**

### **NEW QUESTION: 6**

What out-of-the-box Manufacturing Cloud function can be used to notify users if automated processes fail?

- A. Automated Processes Notifications
- B. Automated Processes Status report
- C. Manufacturing Cloud Home Page Notifications related
- D. Email Notifications

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 7**

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

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 8**

When Using the Time Period filter on a sales agreement record page, Which options are available?

- A. Range
- B. Fiscal Year
- C. Current Period
- D. Set Periods
- E. Custom

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 9**

After selecting the manufacturing template in the community creation wizard, which tool can be used to customize in the site?

- A. Site Builder
- B. Experience Builder
- C. Template Builder
- D. Partner Builder
- E. Process Builder

**Answer: ([SHOW ANSWER](#))**

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

**Answer: A,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 11**

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

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 12**

In Tableau CRM for manufacturing which security predicate ..... ManagerId

- A. use Role Hierarchy
- B. Row level Sharing for territories
- C. Account Hierarchy
- D. Use Manager Hierarchy
- E. Manufacturing Cloud Hierarchy

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 13**

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. Recalculate Assignments
- D. Refresh Assignments
- E. Propagate to Assignments

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 14**

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

- A. Team Member Hierarchy
- B. Target Measure Type
- C. Distribution Frequency
- D. Price Book
- E. Default Currency

Answer: ([SHOW ANSWER](#))

#### NEW QUESTION: 15

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

Answer: ([SHOW ANSWER](#))

#### NEW QUESTION: 16

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

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

Answer: ([SHOW ANSWER](#))

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#### NEW QUESTION: 17

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

- A. Invalid target assignments are shown in Invalid Team Assignments related list on the Account Manager Target home page.

- 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 can be seen in the Invalid Target Assignments report.
- D.** Invalid target assignments are shown in the Notifications section of the Assignments tab in the target's record
- E.** Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record.

**Answer: B,E (LEAVE A REPLY)**

#### **NEW QUESTION: 18**

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- A.** Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object
- B.** Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object
- C.** Add a picklist value on the Measure Type field with Label = CSAT and add Target Type = Other, on the Account Manager object
- D.** Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 19**

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.** The add products option will no longer appear on the agreement terms tab
- D.** New products added to account forecasts will not be included in recalculations

**Answer: A,B (LEAVE A REPLY)**

#### **NEW QUESTION: 20**

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

**Answer: A,B,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 21**

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

**Answer: ([SHOW ANSWER](#))**

Explanation

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.

**NEW QUESTION: 22**

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

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

**Answer: B,C ([LEAVE A REPLY](#))**

**NEW QUESTION: 23**

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- A. Update the forecast frequency
- B. Update the forecast adjustment period
- C. Update the forecast display duration
- D. Update the forecast formula
- E. Update the forecast start period

**Answer: A,C,E ([LEAVE A REPLY](#))**

**NEW QUESTION: 24**

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

- A. Refresh sales agreements to be analyzed
- B. At least dashboard must exist in each of the manufacturing cloud objects to be analyzed
- C. Refresh forecasts to be analyzed

D. At least one record must exist in each of the Manufacturing cloud objects to be analyzed

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 25**

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 salesforce site manufacturing cloud template to set up a secure site for collaboration

B. Leverage my domain to set up a secure site for collaboration

C. Leverage Heroku for Manufacturing cloud to set up a secure site for collaboration

D. Leverage the manufacturing experience cloud template to set up a secure site for collaboration

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 26**

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 added to account forecasts will not be included in recalculations

C. New products are not added when recalculating a single account forecast or recalculating all account forecasts

D. The add products option will no longer appear on the agreement terms tab

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 27**

The Financial Team at Budget Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate management. How can an Admin ensure that this requirement is fulfilled?

A. Additional steps are not needed. Only transactions with Status = Paid are included in the Journal,

B. Validate invoice status in ERP before bringing into Salesforce.

C. Create a custom field in Transaction Journal, copy Invoice Status data into custom field, then use as an eligibility condition in Rebate Types

D. Update Data Processing Engine job to filter out transactions where Invoice status does not Paid

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 28**

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

A. Actual vs Forecasted Revenue

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

**Answer: A,C (LEAVE A REPLY)**

**NEW QUESTION: 29**

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  $\geq$  Jan1 and  $\leq$  Jan31

**Answer: A (LEAVE A REPLY)**

Explanation

The admin at Badger Power should use option D: Set up an eligibility criteria for this rebate type with activity Date  $\geq$  Jan1 and  $\leq$  Jan31. This will ensure that any transactions completed in January will be eligible for the rebate type. Additionally, it is important to note that the effective date on the Rebate Type should also be set for January to ensure that the rebate type is active for the duration of the month. For more information on how to set up a Rebate Type, please see the Salesforce documentation here:

[https://help.salesforce.com/articleView?id=rebate\\_types\\_overview.htm&language=en\\_US&type=0](https://help.salesforce.com/articleView?id=rebate_types_overview.htm&language=en_US&type=0).

**NEW QUESTION: 30**

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. Can embed in sales agreement page layout only
- C. Can embed in any manufacturing cloud page layout
- D. No filter required.

**Answer: C,D (LEAVE A REPLY)**

**NEW QUESTION: 31**

Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

- A. Update the forecast frequency
- B. Update the forecast formula
- C. Update the forecast display duration

- D. Update the forecast adjustment period
- E. Update the forecast start period

**Answer: A,C,E ([LEAVE A REPLY](#))**

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**NEW QUESTION: 32**

Which Manufacturing Cloud function has an out-of-the-box Submit for Approval quick action?

Sales Agreements

- A. Account Manager Target
- B. Order Management
- C. Experience Cloud for Manufacturing
- D. Account Based Forecasting

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 33**

Which two out-of-the-box actions can be performed on a Sales Agreement?

- A. Regenerate Agreement
- B. Recalculate Actuals
- C. Update ProductsC) Mass Update
- D. Update Adjustments

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 34**

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: A,D (LEAVE A REPLY)**

Explanation

Account Based Forecasting allows a business to forecast their run-rate and net-new business by analyzing historical data and trends. Collaborative Forecasting allows multiple users to input their own forecasts and compare them, providing a more complete picture of the business. These two functions should be configured together in order to get a complete picture of both the run-rate and net-new business.

**NEW QUESTION: 35**

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

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

**Answer: A,E (LEAVE A REPLY)**

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