



**Free Questions for Manufacturing-Cloud-Professional by
certsdeals**

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Question 1

Question Type: MultipleChoice

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?

Options:

- 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:

The Mobile User permission is required for users to access Salesforce features on their mobile devices, such as the Salesforce app. This permission enables users to log in to the app and sync data between their devices and Salesforce. Therefore, when preparing and

conducting testing for Manufacturing Cloud for mobile, it is important to assign the Mobile User permission to the test users, so that they can view and approve sales agreements on their mobile devices. Reference: [Salesforce Mobile App Basics], [Assign the Mobile User Permission]

Question 2

Question Type: MultipleChoice

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?

Options:

A- 18

B- 2

C- 18

D- 2

E- 1

Answer:

B

Explanation:

The start period is the number of periods before the current period that the forecast should include. In this case, the current period is Feb 2024, and the organization wants to start forecasting from Jan 2024, which is one period before. Therefore, the start period value should be 2. Reference: Advanced Account Forecasting with Manufacturing Cloud, Set Up Dimensions and Period Groups

Question 3

Question Type: MultipleChoice

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

Options:

A- Opportunity or Sales Agreements

B- Sales Agreements

C- Opportunity

Answer:

B

Explanation:

Sales agreements are a standard feature of Manufacturing Cloud that serves as a starting point to manage run-rate business. Run-rate business refers to the recurring revenue and volume generated from long-term contracts or agreements with customers. Sales agreements allow account managers to create and manage the terms and conditions of these agreements, such as the products, prices, discounts, and quantities. Sales agreements also provide visibility into the planned and actual order volumes and revenues, and enable account managers to make adjustments based on changing customer demand or market conditions. Sales agreements can also be used to generate forecasts for the run-rate business and compare them with the new business from opportunities. Reference: Sales Agreements, Get Started with Manufacturing Cloud

Question 4

Question Type: MultipleChoice

An organization would like to show its account managers specific data points for Sales Agreements terms based on business needs.

What is the first step in providing these insights to the account reps?

Options:

- A- Enabling custom metrics
- B- Allowing account reps to add agreement terms
- C- Enabling metric groups

Answer:

A

Explanation:

Custom metrics are a feature of Manufacturing Cloud that allows organizations to define and track additional data points for sales agreements terms based on their business needs. Custom metrics can be used to capture information such as cost, profit, margin, inventory, etc. for each product and time period in a sales agreement. To enable custom metrics, the admin must first create custom fields on the Agreement Term object and then add them to the Agreement Term page layout. The account reps can then enter or edit the values for the custom metrics on the sales agreement record. The custom metrics can also be displayed on the sales agreement list view and the account forecast page. Reference: [Create Custom Fields to Capture Cost and Profit Metrics](#), [Get Started with Sales Agreements](#)

Question 5

Question Type: MultipleChoice

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%?

Options:

- 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 you to forecast your revenue based on the market growth and the account growth. The market growth is the expected increase or decrease in the market demand for your products or services. The account growth is the expected increase or decrease in your share of the market. To achieve a target growth of 10% when the market growth is 5%, you need to set the account growth to 5%, which means you expect to gain 5% more market share. Updating the account forecast or the market growth will not reflect the correct scenario. Reference: Account Based Forecasting, Forecast Revenue with Account Based Forecasting

Question 6

Question Type: MultipleChoice

A custom metric for display on Agreement Terms is needed based on the business requirements. Custom fields and mappings are required between the custom fields of the Sales Agreement Product and Sales Agreement Product Schedule objects.

What should an administrator consider while designing for this requirement?

Options:

- A-** Only number, percent, and currency field types are available for mapping.
- B-** Only number, formula, and value field types are available for mapping.

C- Only number, currency, and formula field types are available for mapping.

Answer:

A

Explanation:

To create a custom metric for display on Agreement Terms, you need to create custom fields on the Sales Agreement Product and Sales Agreement Product Schedule objects and map them using the Custom Metric Mapping tool. However, only number, percent, and currency field types are supported for mapping. You cannot use formula or value field types for this purpose. Reference: Custom Metric Mapping, Create Custom Metrics for Agreement Terms

Question 7

Question Type: MultipleChoice

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?

Options:

- 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.

Answer:

C

Explanation:

To meet the business requirements of forecasting by product material for each distribution partner, the administrator should add a custom Material dimension to the Forecast Fact and Forecast Set objects. This dimension can store the material attribute of each product and allow the users to filter and group the forecast data by material. The administrator should also clone and use the standard Data Processing Engine (DPE) definitions to populate the new custom metrics. The DPE definitions are the logic that transforms the source data into the forecast data. By cloning the standard definitions, the administrator can leverage the existing logic and modify it to include the custom Material dimension. The administrator does not need to configure a custom Forecast Context or create new DPE definitions from scratch. Reference::[Create Custom Dimensions for Account-Based Forecasting - Salesforce](#):[Create Custom Metrics for Account-Based Forecasting - Salesforce](#):[Data Processing Engine \(DPE\) Definitions for Account-Based Forecasting - Salesforce](#)

Question 8

Question Type: MultipleChoice

An organization wants to provide flexibility to account managers and partner users concerning managing sales agreements. The organization has observed several requests from account managers to remove sales agreements they have inadvertently created and would like the account managers to do this themselves.

What should the organization do to accomplish this?

Options:

- A- Give them the Delete Sales Agreements profile
- B- Give them the Delete Sales Agreements permission
- C- Give them the Remove Sales Agreement permission

Answer:

B

Explanation:

To allow account managers and partner users to delete sales agreements, the organization should give them the Delete Sales Agreements permission. This permission enables users to delete sales agreements that are in draft or canceled status. Users cannot delete sales agreements that are in submitted, approved, or active status. The Delete Sales Agreements permission is not a profile, but a permission set that can be assigned to users or groups of users. The Remove Sales Agreement permission does not exist in Manufacturing Cloud. Reference: Delete a Sales Agreement - Salesforce: Set Up Users and Permissions for Manufacturing Cloud - Salesforce

Question 9

Question Type: MultipleChoice

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?

Options:

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:

Partner Visit Management is a Manufacturing Cloud feature that helps users to plan, execute, and track their visits to channel partners, such as dealers and distributors. Users can create visit plans that define the objectives, agenda, and tasks for each visit, and assign them to partner account teams. Users can also log visit reports that capture the outcomes, feedback, and follow-up actions from each visit. This can help users to work closely with their partners, monitor their performance, provide support, and drive partner engagement

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