Free Questions for Manufacturing-Cloud-Professional by certsinside

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Question 1

Question Type: MultipleChoice

A user wants to export Account Based Forecast data to use in their Demand Planning system. They want to use standard Salesforce Reporting to create a report with only forecasting quantity data, including any sales team adjustments. Which two actions will enable this process?

Options:

A- Create a report using the standard report type of 'Account Forecasts with Product Period Forecast'.

B- Creating a report using a custom report type.

C- Adding the 'Adjusted Forecast Quantity' field from the 'Account Product Forecast' object to the report.

D- Adding the 'Total Adjusted Forecasted Quantity' field from the 'Account Product Forecast' object to the report.

Answer:

B, D

Question 2

Question Type: MultipleChoice

Which three conditions need to be fulfilled so that an order is included in the Actuals calculation process on a Sales Agreement?

Options:

A- The order needs to have Status = Activated.

B- The date in the Order Date field should be in the past.

C- The date in the Order Date field should be in the future.

D- The order needs to have Category = Activated.

E- The Sales Agreement field needs to be populated on the Order.

Answer:

A, D, E

Question 3

Question Type: MultipleChoice

An Account Manager at Badger Power wants to renew their current Sales Agreement. When can the Sales Agreement renewal occur?

Options:

A- Only when the new fiscal period starts.

B- Only when the renewal period ends.

C- Only when the renewal period starts.

D- Only when the sales agreement recalculates.

E- Only when the sales agreement regenerates.

Answer:

C

Question 4

Question Type: **MultipleChoice**

Which two permission sets will allow an Admin to set up Tableau CRM for Manufacturing?

Options:

A- Manufacturing Einstein Admin

B- Tableau CRM Plus Admin

C- Manufacturing Analytics Admin

D- Einstein Analytics Plus User

E- Manage Analytics

Answer:

B, C

Question 5

Question Type: MultipleChoice

Which dashboard allows a user to analyze revenue realization, length of relationship, and customer lifetime value across accounts?

Options:

A- Customers Health

B- Sales Agreement Insights

C- White Space Analysis

D- Account Insights

E- Accounts Health

Answer:

E

Question 6

Question Type: MultipleChoice

Which calculation type will enable an organization to pay rebates as submission received.....then at the end of the month or quarter (Not remembering the question Correctly)

Options:

A- Custom

B- Per Transaction

C- Aggregate based

D- Growth based

E- Per Entry

Answer:

A, B

Question 7

Question Type: MultipleChoice

Badger Power is using Manufacturing Cloud. Forecasts have been set up and generated for all of their accounts. The forecast formula was recently adusted to reflect Opportunity Probability. Which action will this trigger?

Options:

A- Recalculation of all active forecast(s).

B- Recalculation of all forecast(s).

C- Regeneration of all forecast(s).

D- Regeneration of all active forecast(s).

Answer:

A

Question 8

Question Type: MultipleChoice

What is the recommended way to calculate an Account Based Forecast for the next 13 months in the formula builder?

Options:

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.

Answer:

B

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