



Free Questions for Manufacturing- Cloud-Professional

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Question 1

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, B, E

Explanation:

To include an order in the Actuals calculation process on a Sales Agreement, the following conditions need to be fulfilled:

The order needs to haveStatus = Activated. This indicates that the order is confirmed and ready to be fulfilled.

The date in theOrder Datefield should be in thepast. This ensures that the order is not a future projection but an actual transaction.

TheSales Agreementfield needs to be populated on the Order. This links the order to the corresponding sales agreement that it belongs to.Reference:

[What Is Manufacturing Cloud?](#)

Sales Agreement Actuals

Question 2

Question Type: MultipleChoice

The administrator at Bonsai Manufacturing wants to renew several sales agreements. Which

status on the sales agreement restricts the administrator from renewing?

Options:

- A- Expired
- B- Activated
- C- Approved

Answer:

A

Explanation:

A sales agreement can only be renewed if its status is Activated or Approved. An Expired sales agreement cannot be renewed, and the administrator must create a new sales agreement instead. Reference: Sales Agreement Lifecycle

Question 3

Question Type: MultipleChoice

A regional sales manager for Universal Containers would like to forecast at the product hierarchy level.

How should the system administrator set up Advanced Account Forecasting?

Options:

- A- Configure the forecast set on the Advanced Account Forecasting Setup page.
- B- Configure the forecast context field from Account Id to Product Category.
- C- Create a flow to modify the Advanced Account Forecasting to support the product hierarchy.

Answer:

A

Explanation:

To forecast at the product hierarchy level, you need to configure the forecast set on the Advanced Account Forecasting Setup page. You can select the product hierarchy field as the forecast context field, which determines the level of granularity for the forecast. You can also select the forecast metrics, such as revenue and quantity, and the forecast periods, such as monthly or quarterly. Reference: [Salesforce Help: Configure Advanced Account Forecasting](#), [Salesforce Help: Set Up Forecast Contexts](#)

Question 4

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

Question 5

Question Type: MultipleChoice

Universal Containers (UC) wants to enrich the warranty claims experience for partners and distributors. UC wants its partners and distributors to submit warranty claims and closely track their status from the Manufacturing Experience Cloud site.

Which standard object captures Type, Reason, and Account information?

Options:

- A- Claim Participant
- B- Claim
- C- Claim Item



Answer:

B

Explanation:

Claim is a standard object that captures the information about a warranty claim submitted by a partner or a distributor. It includes fields such as Type, Reason, Account, Status, and Resolution. Claim is the parent object of Claim Item, which captures the information about the individual products or services involved in the claim. Claim is also related to Claim Participant, which captures the information about the parties involved in the claim, such as the claimant, the manufacturer, the service provider, etc. Reference: [Claim], [Claim Item], [Claim Participant]

Question 6

Question Type: MultipleChoice

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?

Options:

- 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 consolidated view of all of the terms of a sales agreement, including the duration, products, price, planned quantities, and actual quantities, can be found in the Sales Agreement in Manufacturing Cloud. The Sales Agreement is the core object that represents the long-term agreement between a manufacturer and a customer. It contains the details of the agreement, such as the start date, end date, period group, currency, and status. It also contains the terms of the agreement, which are the products or product categories that are included in the agreement, along with their prices, planned quantities, and actual quantities. You can view the terms of a sales agreement in the Sales Agreement Terms tab or in the Sales Agreement Terms related list. Reference: Sales Agreement Object, View Sales Agreement Terms

Question 7

Question Type: MultipleChoice

What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

Options:

- A- Delete, add, clone and transform journal transactions.
- B- Query, extract, filter and aggregate journal transactions
- C- It includes custom metrics in the transaction journal
- D- It applies the benefit structure and creates payouts

Answer:

B

Explanation:

The out-of-the-box Data Processing Engine jobs in Rebate Management are used to query, extract, filter and aggregate journal transactions based on the rebate type and benefit definitions. These jobs transform the raw transaction data into aggregated data that can be used for calculating accruals and payouts. The jobs run on a scheduled basis and can be configured to

meet the business needs. Reference: [Rebate Management Basics](#) > [Manage Accruals and Payouts](#) > [Streamline Rebate Payout Calculations with DPE](#)

Question 8

Question Type: MultipleChoice

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

Sales Agreements



Options:

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

Answer:

A

Explanation:

Sales agreements are the core objects of Manufacturing Cloud for Sales. They represent the negotiated terms and conditions between a manufacturer and a customer or partner for run-rate or long-term business. Sales agreements have an out-of-the-box Submit for Approval quick action that allows users to initiate an approval process for the sales agreement record. This quick action can be customized to fit different approval scenarios and workflows.

Question 9

Question Type: MultipleChoice

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

Options:

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

Answer:

A, B

Explanation:

To integrate Oracle ERP orders data with Manufacturing Cloud, you can use an AppExchange ISV solution or use API integration with custom logic. An AppExchange ISV solution is a third-party application that is certified by Salesforce and can be installed from the AppExchange marketplace. API integration with custom logic is a custom development approach that uses the Salesforce APIs to connect with Oracle ERP and implement the business logic for data synchronization. Reference:

[AppExchange ISV Solutions](#)

[API Integration with Custom Logic](#)



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