



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

Shared by Atkinson on 22-07-2024

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Question 1

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](#)

Question 2

Question Type: MultipleChoice

Which statement is accurate about Account Manager Targets?

Options:

- A- Account Manager Targets are only supported for custom fiscal year.
- B- Account Manager Targets are supported for standard fiscal year and custom fiscal year.
- C- Account Manager Targets can only be used after a forecast calendar is configured.
- D- Account Manager Targets are only supported for standard fiscal year and not for custom fiscal year.

Answer:

B

Explanation:

Account Manager Targets are supported for both standard fiscal year and custom fiscal year. The admin can select the fiscal year type in the Setup page of Account Manager Targets. The fiscal year type determines the start and end dates of the targets that account managers create and assign. Account Manager Targets do not depend on the forecast calendar configuration, and can be used independently of the forecasting feature. Reference::[Set Up and Configure Account Manager Targets - Salesforce:Learn About Account Manager Targets Unit | Salesforce Trailhead](#)

Question 3

Question Type: MultipleChoice

Universal Containers wants to add a rebate benefit defined by a product dimension. Which related list must be defined to create this dimension?

Options:

- A- Payout Mappings
- B- Benefit Mappings
- C- Dimensions Type Mappings
- D- Rebate Type Mappings

Answer:

B

Explanation:

To create a rebate benefit defined by a product dimension, the admin needs to add a related list of Benefit Mappings on the Rebate Type object. Benefit Mappings allow the admin to specify the criteria for qualifying products, such as product family, product category, or product name. The admin can also define the benefit value and the benefit type (percentage or fixed amount) for each product dimension. Benefit Mappings are used to calculate the payout amount for each rebate program based on the actual sales of the qualifying products. Reference::Create and Manage Rebate Programs Unit | Salesforce Trailhead:Rebate Management Standard Objects - Salesforce Developers

Question 4

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 5

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 6

Question Type: MultipleChoice

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?

Options:

A- Decrease By

B- Update With

C- Increase By

D- Replace With

E- Multiply By

Answer:

A, C, D

Explanation:

The Mass Update function allows you to update multiple values of a single metric of a sales agreement in the Sales Agreement Terms tab. You can choose from three actions when using this function:

Increase By: This action increases the selected values by a specified amount or percentage. For example, you can increase the planned quantity of a product by 10% or by 100 units¹.

Decrease By: This action decreases the selected values by a specified amount or percentage. For example, you can decrease the price of a product by 5% or by \$0.50¹.

Replace With: This action replaces the selected values with a new value. For example, you can replace the status of a term with Approved or Expired¹. Reference: Mass Update Values in Sales Agreement Terms

Question 7

Question Type: MultipleChoice

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

Options:

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

Answer:

A, C, D

Explanation:

An Admin can define the following options in the Setup area in Account Manager Targets:

Price Book: Specify the default price book for the account manager targets that are distributed by product. The selected price book is populated by default in all the target distributions when account managers distribute a target by product.

Team Member Hierarchy: Select the team member hierarchy for account manager targets. The selected hierarchy determines the users that account manager can assign targets to.

Distribution Frequency: Select the frequency of the periods by which the account manager targets are distributed when an account manager distributes targets by period. The value of a target is automatically divided among all the periods with the selected frequency equally.

Question 8

Question Type: MultipleChoice

When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

Options:

A- No action required, changes are reflected automatically

- B- Update to Assignments
- C- Refresh Assignments
- D- Recalculate Assignments
- E- Propagate to Assignments

Answer:

C

Explanation:

When a target is changed in Account Manager Targets, the account manager must refresh the assignments to reflect the change to the account manager assignment values. Refreshing assignments updates the assignment values based on the latest target values and target distributions. The account manager can also refresh assignments when the account manager hierarchy changes or when the account manager wants to recalculate the assignment values based on the latest data.

Question 9

Question Type: MultipleChoice

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?

Options:

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

Answer:

C

Explanation:

To create a CSAT target for account managers, the admin needs to add a picklist value on the Measure field of the Account Manager Target object. The Measure field determines the type of target value that the account manager needs to achieve, such as revenue, quantity, or customer satisfaction. The admin also needs to add a Measure Type of Other to indicate that the target is not currency-based. The other fields and objects mentioned in the options are not relevant for this requirement. Reference: [Create and Assign Targets Unit | Salesforce Trailhead: Set Up and Configure Account Manager Targets - Salesforce: Manufacturing Cloud Developer Guide - Salesforce Developers](#)

Question 10

Question Type: MultipleChoice

In Tableau CRM for manufacturing which security predicate ManagerId

Options:

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

Answer:

E

Explanation:

Tableau CRM for Manufacturing is a set of prebuilt dashboards and datasets that provide insights into sales performance, account health, and sales agreement compliance. To ensure that users only see the data they are authorized to access, Tableau CRM for Manufacturing uses security predicates to filter the data based on the user's profile and permissions. One of these security predicates is:

Use Manager Hierarchy: This predicate filters the data based on the user's position in the manager hierarchy. Users can only see the data for themselves and the users below them in the hierarchy. This predicate uses the `theManagerId` field on the User object to determine the hierarchy.

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