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# Question 1

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**Question Type:** MultipleChoice

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During the discovery phase, sales leadership at Universal Containers says that their run rate business is hard to forecast because their customer constantly orders more or fewer engine control units than contractually agreed upon.

Which Manufacturing Cloud capability should a consultant recommend for managers to discuss these variances with sales reps and for sales reps to monitor their customers?

## Options:

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- A-** Leverage a Data Processing Engine (DPE) job to calculate the forecast deviation.
- B-** Use a formula field on the Sales Agreement Product Schedule object to calculate the forecast deviation.
- C-** Set up the CRM Analytics template app and leverage embedded dashboards for forecast deviation on the Account page.

## Answer:

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A

## Explanation:

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A Data Processing Engine (DPE) job is a Manufacturing Cloud feature that allows users to perform complex calculations on large data sets and store the results in custom objects. One of the use cases for DPE jobs is to calculate the forecast deviation, which is the difference between the planned and actual sales for a given period. By using a DPE job, users can compare the sales agreement quantities with the order quantities and generate a forecast deviation metric that can be used for reporting and analysis. This can help sales managers and reps to identify and address any variances in customer demand and adjust their sales strategies accordingly.

## Question 2

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**Question Type: MultipleChoice**

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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:

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**A-** Claim Participant

**B-** Claim

## C- Claim Item

### Answer:

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B

### Explanation:

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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 3

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### Question Type: MultipleChoice

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Universal Containers (UC) is interested in using Manufacturing Cloud. During discovery, the business analyst identifies the following requirements:

1. UC needs the ability to set quantity and revenue targets at the manager level, and the manager needs the ability to distribute that across each member of their team and their team's accounts.
2. UC needs the ability to visualize the targets compared to the actual order amounts for the accounts with targets.
3. UC needs the ability to forecast its sales on a rolling 12-month basis using a combination of data from opportunities, long-term agreements, past orders, and market data that is uploaded periodically.

Which combination of Manufacturing Cloud features addresses the requirements above?

**Options:**

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- A-** Account Manager Targets. Sales Agreements, Advanced Account Forecasting
- B-** Account Manager Targets, Advanced Account Forecasting, CRM Analytics for Manufacturing App
- C-** Account Manager Targets. Account Based Forecasting, CRM Analytics for Manufacturing App

**Answer:**

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A

**Explanation:**

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Account Manager Targets is a feature that allows managers to set and distribute quantity and revenue targets for their team members and their accounts. Managers can also track the progress and performance of their team against the targets using dashboards and

reports. Sales Agreements is a feature that allows sales reps to create and manage long-term agreements with customers that specify the terms, conditions, pricing, and volumes of products or services. Sales Agreements can also be used to generate forecasts based on the planned quantities and revenues of the agreements. Advanced Account Forecasting is a feature that allows sales reps and managers to create and view forecasts based on multiple dimensions, such as product, territory, market segment, etc. Advanced Account Forecasting can also incorporate data from various sources, such as opportunities, sales agreements, orders, and external data, to provide a comprehensive and accurate view of the demand and revenue pipeline. Reference: [Account Manager Targets], [Sales Agreements], [Advanced Account Forecasting]

## Question 4

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**Question Type:** MultipleChoice

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Universal Containers (UC) is looking to improve visibility into its long-term agreements and forecasts. A business analyst has gathered UC's requirements and determined a few key requirements that they need compared to standard functionality.

1. UC tracks its long-term agreements by planned quantity and planned revenue at the product category level.
2. UC has a custom fiscal year and tracks its forecast weekly.
3. UC needs to see the ordered quantity, revenue, shipped quantity, and revenue in its forecast metrics.
- 4) The primary dimension in UC's forecasts is the product category.

What should be customized in Manufacturing Cloud to accomplish the business requirements?

## Options:

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- A- Sales Agreement Metrics
- B- Advanced Account Forecast Fact object
- C- Data Processing Engine (DPE) Templates

## Answer:

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C

## Explanation:

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Data Processing Engine (DPE) Templates: These are predefined templates that define how to transform and aggregate the data from various sources, such as orders, shipments, contracts, or opportunities, into forecast metrics. Universal Containers can customize these templates to include the ordered quantity, revenue, shipped quantity, and revenue as forecast metrics. They can also specify the product category as the primary dimension for their forecasts.

The Advanced Account Forecast Fact object is not a customization option in Manufacturing Cloud. It is a standard object that stores the forecast metrics for each account, product, and period combination. It is populated by the DPE jobs based on the DPE templates. Universal Containers can use this object to view and report on their forecast data, but they cannot modify it directly.

[Sales Agreement Metrics](#)

## Question 5

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**Question Type:** MultipleChoice

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When is an appropriate time to generate the detailed technical design document when implementing Manufacturing Cloud?

**Options:**

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- A-** The detailed technical design document is completed after the business requirement document has been generated.
- B-** The detailed technical design document should be ready before engaging the business users to gather requirements.
- C-** The detailed technical design document should be completed after an organization goes live with Manufacturing Cloud.

**Answer:**

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A

**Explanation:**

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The detailed technical design document is a document that describes the technical specifications and requirements for implementing Manufacturing Cloud. It is based on the business requirement document, which is a document that captures the business needs and goals of the customer. The detailed technical design document is completed after the business requirement document has been generated, because it requires a clear understanding of the customer's business processes, pain points, and desired outcomes. The detailed technical design document should include the following information:

The scope and objectives of the project

The data model and architecture of Manufacturing Cloud

The integration strategy and design with other systems

The customization and configuration of Manufacturing Cloud features and functionality

The security and access control requirements

The testing and deployment plan

The change management and training plan

Reference:

[What Is Manufacturing Cloud?](#)

Manufacturing Cloud Implementation Guide

## Question 6

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**Question Type: MultipleChoice**

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What are some key considerations in ensuring an efficient and successful global rollout of Manufacturing Cloud?

**Options:**

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- A-** Manufacturers may have one or many versions of core systems like an Enterprise Resource Planning (ERP) that will require integrations and design considerations that vary.
- B-** Rollouts must be phased rather than done simultaneously because Manufacturing Cloud has regional and data volume limitations.
- C-** There are language requirements, legal variation by geography, and cultural differences.

**Answer:**

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C

**Explanation:**

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There are language requirements, legal variation by geography, and cultural differences. Manufacturers need to ensure that Manufacturing Cloud supports the local languages and currencies of the regions where they operate, and that they comply with the local laws and regulations, such as tax, accounting, or privacy standards. They also need to consider the cultural differences and preferences of the users and customers in different regions, and how to tailor the user interface, training, and communication accordingly.

## Question 7

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**Question Type:** MultipleChoice

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Universal Containers (UC) has been in the manufacturing industry for many years. The industry has become much more volatile over the years. UC is looking to implement Manufacturing Cloud to manage this volatility.

Which specific business challenge does the implementation of Manufacturing Cloud tackle?

### Options:

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- A- Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders
- B- Connecting stakeholders and assets for real-time collaboration in the field
- C- Connecting to potential buyers and predicting the likelihood of a sale

### Answer:

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A

### Explanation:

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Manufacturing Cloud is a Salesforce solution that helps manufacturers to improve their sales forecasting and planning processes, and to collaborate more effectively with their customers and channel partners. Manufacturing Cloud tackles the specific business challenge of gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders. By using Manufacturing Cloud, manufacturers can:

Create and manage sales agreements that reflect the negotiated terms and conditions with their customers, such as products, prices, quantities, and delivery schedules.

Track the actual sales performance and compliance metrics of each sales agreement, and compare them with the forecasted values and targets.

Use account-based forecasting to generate accurate and realistic sales forecasts based on the input from account managers, customers, and channel partners.

Use Tableau CRM for Manufacturing to analyze and visualize the sales data and trends, and to identify risks and opportunities for improvement.

Use MuleSoft to integrate Manufacturing Cloud with other systems, such as ERP, CRM, or PLM, and to ensure data consistency and quality across the enterprise.

## Question 8

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**Question Type:** MultipleChoice

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A consultant is with an organization that doesn't currently have Manufacturing Cloud, and its data lives inside an Enterprise Resource Planning (ERP) system. The organization would like to utilize Sales Agreements for Accounts. The Product Level for the sales agreements will be Product, and the Actuals Calculation Mode will be Automatically from Direct Orders. Historical data from the ERP system will be synchronized to Salesforce prior to activating Sales Agreements.

Which data items must a consultant consider when creating sales agreements from historical data for a Manufacturing Cloud solution?

### Options:

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- A- Accounts, Orders, Order Lines, Products
- B- Accounts, Orders, Order Lines, Invoices
- C- Accounts, Orders, Order Lines, Opportunities

### Answer:

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A

### Explanation:

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To create sales agreements from historical data for a Manufacturing Cloud solution, the consultant must consider the data items that are required for the sales agreement object and its related objects. The sales agreement object requires an account, a product level, and an actuals calculation mode. The related objects include the sales agreement term object, which stores the planned quantity and revenue information for each product, and the account product period forecast object, which stores the actual quantity and revenue information

for each product in each period. The actual quantity and revenue are derived from the orders and order lines associated with the sales agreement. The products are also required to identify the products that are part of the sales agreement. Therefore, the data items that must be considered are accounts, orders, order lines, and products. Reference: Sales Agreement Object, Sales Agreement Term Object, Account Product Period Forecast Object

## Question 9

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**Question Type:** MultipleChoice

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The administrator at Bonsai Manufacturing wants to renew several sales agreements. Which status on the sales agreement restricts the administrator from renewing?

### Options:

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

### Answer:

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A

**Explanation:**

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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 10

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**Question Type: MultipleChoice**

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A client has provided a list of unstructured, unprioritized requirements. What should a consultant do to advance to the next step of the project?

**Options:**

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- A-** Prepare a template with the requirements and their associated priority, and work with the client to evaluate each item.
- B-** Write a Solution Design Document detailing the required technical solution to answer the list of requirements.
- C-** Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.

## Answer:

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A

## Explanation:

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A list of unstructured, unprioritized requirements is not sufficient to proceed to the next step of the project, which is the solution design. The consultant needs to work with the client to structure, prioritize, and validate the requirements, and to align them with the business objectives and the Manufacturing Cloud capabilities. A possible approach is to prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. The priority can be based on factors such as the business value, the urgency, the complexity, the dependency, and the risk of each requirement. The template can also include other information, such as the scope, the acceptance criteria, the assumptions, and the dependencies of each requirement. By using this approach, the consultant can ensure that the requirements are clear, complete, and feasible, and that they reflect the client's needs and expectations. Reference: [Salesforce Manufacturing Cloud Implementation Guide], [Gather Requirements]

## Question 11

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### Question Type: MultipleChoice

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When discussing the business requirements for a Manufacturing Cloud implementation design, what is a consideration when analyzing data in existing third-party systems?



### Options:

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- A- Define current processes required by the business.
- B- Identify the capabilities of different data integration tools.
- C- Determine the system of record for each data category required by the business.

### Answer:

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C

### Explanation:

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When designing a Manufacturing Cloud implementation, it is important to understand the data sources and systems that the business uses and relies on. Data integration is a key aspect of the solution, as it enables the synchronization of data across different systems and platforms. To ensure data quality and accuracy, it is essential to determine the system of record for each data category, such as accounts, contacts, products, orders, forecasts, etc. The system of record is the authoritative source of truth for a given data category, and it should be the primary source for creating, updating, and deleting data records. By identifying the system of record for each data category, the consultant can design the data integration strategy and avoid data duplication, inconsistency, and conflict. Reference: [Salesforce Manufacturing Cloud Implementation Guide], [Data Integration]

## Question 12

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**Question Type:** MultipleChoice

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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?

### Options:

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

### Answer:

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D

### Explanation:

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The new values of account and market growth percentage will be used in forecasting the future periods only when account and market growth percentages are used in the forecast formula. The forecast formula is a custom formula that defines how the forecast metrics are

calculated based on the data sources and the growth factors. If the formula does not include the account and market growth percentages, then changing these values will not affect the forecast calculation. Reference:

[Forecast Formula](#)

[Account and Market Growth Percentage](#)

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