

# DUMPS ARENA

**Manufacturing Cloud Accredited Professional**

**Salesforce Manufacturing-Cloud-Professional**

**Version Demo**

**Total Demo Questions: 10**

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**QUESTION NO: 1**

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer. Each agreement contains Product A. Via manual API upload, a new order containing Product A comes in for the current quarter. Which Sales Agreement will this new

order be linked to?

- A. The Sales Agreement that was activated last will be linked to the order.
- B. The Sales Agreement that was activated first will be linked to the order.
- C. The Sales Agreement can only be linked manually to the order.
- D. The Sales Agreement that was selected by custom logic will be linked to the order.

**ANSWER: D****QUESTION NO: 2**

Which two out-of-the-box actions can be performed on a Sales Agreement?

- A. Recalculate Actuals
- B. Update ProductsC) Mass Update
- C. Update Adjustments
- D. Regenerate Agreement

**ANSWER: A C****QUESTION NO: 3**

After selecting the manufacturing template in the community creation wizard, which tool can be used to customize in the site?

- A. Template Builder
- B. Experience Builder
- C. Site Builder
- D. Partner Builder
- E. Process Builder

**ANSWER: B**

**QUESTION NO: 4**

When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

- A. Only approved sales agreements in the Salesforce org will be considered.
- B. All sales agreements within the generation period will be considered.
- C. No sales agreements will be considered.
- D. All active and expired sales agreements will be considered.
- E. Only sales agreements with approved adjustments in the Salesforce org will be considered.

**ANSWER: D**

**QUESTION NO: 5**

How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks product growth trends
- B. It tracks performance against account manager targets
- C. It tracks inventory utilization for a defined time frame
- D. It tracks account revenue growth against goals
- E. It tracks against product margin targets

**ANSWER: D**

**Explanation:**

This feature enables businesses to compare the actual performance of their accounts against their sales goals and identify areas where additional effort is needed to maximize revenue. Additionally, this feature can help businesses identify and analyze trends in their sales performance over time, enabling them to make data-driven decisions to optimize their sales strategy.

**QUESTION NO: 6**

Which two list views are provided by default to filter account manager targets by the assigned user?

- A. Active Targets
- B. Pending Targets

- C. Assigned by Me
- D. Assigned to Me
- E. Assigned by Manager

**ANSWER: C D**

#### QUESTION NO: 7

A new custom field is created on the Account Product Forecast (APF) Table. Account Managers have already been assigned the standard Manufacturing Account Forecast permission set.

Which two actions can be taken to give the Account Managers 'Read' access to this new field?

- A. Clone the standard permission set Manufacturing Account Forecast to a new permission set with license type Manufacturing Forecast Psl. Grant Read access to the field on the new permission set. Assign the cloned permission set to the Account Managers.
- B. Create a new custom permission set of license type Salesforce'. Grant Read access to the field. Assign the newly created permission set to the Account Managers
- C. Give 'Read' access to the field on the standard Manufacturing Account Forecast' permission set.
- D. Clone the standard permission set Account Forecast to a new permission set with license type 'Salesforce. Grant 'Read' access to the field on the new permission set. Assign the cloned permission set to the Account Managers

**ANSWER: A B**

#### QUESTION NO: 8

When list views are selected for account forecasts, which two permissions options may be based on the list view so the Account managers can generate forecasts?

- A. All users can see the list views
- B. Share list view with group of users
- C. Share list view with account owners
- D. All users above hierarchy can see this list views

**ANSWER: A B**

#### QUESTION NO: 9

The Financial Team at Budget Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate management. How can an Admin ensure that this requirement is fulfilled?

- A. Validate invoice status in ERP before bringing into Salesforce.
- B. Additional steps are not needed. Only transactions with Status = Paid are included in the Journal.
- C. Create a custom field in Transaction Journal, copy Invoice Status data into custom field, then use as an eligibility condition in Rebate Types.
- D. Update Data Processing Engine job to filter out transactions where Invoice status does not Paid.

**ANSWER: B**

### QUESTION NO: 10

Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

- A. Rebate Management
- B. Sales Agreements
- C. Account Based Forecasts
- D. Account Manager Targets

**ANSWER: B C**

**Explanation:**

Sales Agreements is a feature that allows businesses to set up automated agreements between themselves and their customers. Account Based Forecasts allows businesses to forecast their run-rate and net-new business by analyzing historical data and trends. Both of these features are available in the standard Manufacturing Experience Cloud Template.