Vendor: Salesforce

Exam Code:MANUFACTURING-CLOUD-PROFESSIONAL

Exam Name: Manufacturing Cloud Accredited Professional

Version: Demo

QUESTION 1

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

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.

Correct Answer: B

QUESTION 2

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?

A. Decrease By

B. Update With

C. Increase By

D. Replace With

E. Multiply By

Correct Answer: ACD

QUESTION 3

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

A. Sales Agreements

B. Experience Cloud for Manufacturing

C. Account Based Forecasting

D. Order Management

E. Account Manager Target

Correct Answer: A

QUESTION 4

An Admin is creating an app from the Analytics for manufacturing template in Tableau CRM for Manufacturing. Which Rebate Management object supports custom fields for rebate program(s) analysis?

A. Program Rebate Type Benefit

B. Program Rebate Type

C. Rebate Program

D. Rebate Member Product Aggregate

Correct Answer: D

QUESTION 5

Which two statements are correct about sales agreement cloning?

A. The product details are copied over from the original sales agreement

B. The new sales agreement is created in draft status

C. The default start date of the new sales agreement is equal to the start date of the original sales agreement

D. The new sales agreement is created in activated status

E. The agreement term details are copied over from the original sales agreement

Correct Answer: BC

QUESTION 6

What is required before the analytics for manufacturing App can be created?

A. Refresh sales agreements to be analyzed

B. At least dashboard must exist in each of the manufacturing cloud objects to be analyzed

C. Refresh forecasts to be analyzed

D. At least one record must exist in each of the Manufacturing cloud objects to be analyzed

Correct Answer: D

QUESTION 7

Universal Containers has implemented Rebate Management and wants to define the Benefit information section of a Rebate Type Benefit. Which Sequence of Minimum and Maximum Range values would be valid?

A. 0 to 100, 101 to 200, 201 to 300, 301 to 400

B. 0 to 100, 100 to 200, 200 to 300, 300 to 400

C. Less than 100, Less than 200, Less than 300, Less than 400

D. Greater than 100, Less than 200, Less than 300, Less than 400

Correct Answer: A

QUESTION 8

Which two key performance indicators can be calculated on the Forecast Analysis dashboard in Tableau CRM for Manufacturing?

A. Average Price

B. Days Remaining

C. Mean absolute percentage error in the forecast

D. Actual vs Forecasted Revenue

E. Actual vs Planned Revenue

Correct Answer: BD

QUESTION 9

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

Correct Answer: CD

QUESTION 10

In Tableau CRM for manufacturing which security predicate .... ManagerId

A. use Role Hierarchy

B. Manufacturing Cloud Hierarchy

C. Account Hierarchy

D. Row level Sharing for territories

E. Use Manager Hierarchy

Correct Answer: E

QUESTION 11

Which two methods can be used to recalculate payouts after the payout period is closed?

A. Recalculate payouts due to changed benefits

B. Renew payouts with benefit charges

C. Recalculate payouts with no charge in benefits

D. Receive payouts with charged benefits

E. Recalculate account benefit charge

Correct Answer: AC

QUESTION 12

Manufacturing Cloud supports which two types of Experience Clouds?

A. Customer

B. Partner

C. External Apps (+)

D. Internal

E. Employee

Correct Answer: AB