

## [Q12-Q29 Excellent Manufacturing-Cloud-Professional PDF Dumps With 100% Exams4sures Exam Passing Guaranteed [Jul-2023]



**Excellent Manufacturing-Cloud-Professional PDF Dumps With 100% Exams4sures Exam Passing Guaranteed [Jul-2023]**  
**100% Pass Your Manufacturing-Cloud-Professional** Manufacturing Cloud Accredited Professional Exam at First Attempt with Exams4sures

The Manufacturing Cloud Accredited Professional exam is designed for individuals with experience in manufacturing operations and a deep understanding of the Manufacturing Cloud solution. Individuals who pass the exam will be recognized as Manufacturing Cloud Accredited Professionals by Salesforce. They will also receive a certificate of completion and a badge that can be displayed on their LinkedIn profile, website or resume.

The Manufacturing-Cloud-Professional Certification Exam is a valuable credential that demonstrates the candidate's expertise in Salesforce Manufacturing Cloud. Manufacturing Cloud Accredited Professional Exam certification is recognized globally and is a testament to the candidate's ability to deliver successful projects and drive business value for their organization. Additionally, the certification provides opportunities for career advancement and increased earning potential.

**NO.12** Universal container wants to enter a sales agreement for Widget A, Which three minimum data element required on sales agreement

- \* Opp, Pricebook, Product
- \* Account, Opp, Contracts
- \* Account, Price book, Product
- \* Account, Product, Orders

**NO.13** 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?

- \* Decrease By
- \* Update With
- \* Increase By
- \* Replace With
- \* Multiply By

**NO.14** Which method can be used to calculate Actuals for sales agreements?

- \* Automatically from contracts through orders.
- \* Manually using api upload
- \* Automatically from orders through contracts
- \* Automatically from direct orders
- \* Automatically from direct contracts

**NO.15** Which two out-of-the-box Manufacturing Actions can be performed in Process Builder and Flow Builder?

- \* Clone Sales Agreement
- \* Mass Archive Sales Agreement
- \* Mass Update Account Forecast
- \* Clone Account Forecast
- \* Mass Update Sales Agreement

**NO.16** When Using the Time Period filter on a sales agreement record page, Which options are available?

- \* Range
- \* Set Periods
- \* Custom
- \* Current Period
- \* Fiscal Year

**NO.17** Which method can be used to calculate Actuals for sales agreements?

- \* Automatically from contracts through orders.
- \* Manually using api upload
- \* Automatically from orders through contracts
- \* Automatically from direct orders
- \* Automatically from direct contracts

**NO.18** A manufacturing cloud user is in the process of adding products to an order that is on active sales agreement. Which status the order be in , to make the addition

- \* Approved
- \* Pending
- \* Active
- \* Draft

**NO.19** What is the maximum number of products a sales agreement can have?

- \* 1500
- \* 500
- \* 100
- \* 1000

The maximum number of products a sales agreement can have is 1000. You can find more information about Sales Agreement limits in the Salesforce documentation, which can be found here:

[https://help.salesforce.com/articleView?id=sales\\_agreement\\_limits.htm&language=en\\_US&type=0](https://help.salesforce.com/articleView?id=sales_agreement_limits.htm&language=en_US&type=0).

**NO.20** A salesforce Manufacturing cloud admin wants to change the forecast frequency from quarterly to monthly in the account settings. Which two things do they need to be aware of?

- \* The administrator grants them to right make changes to the forecast settings in the adjustments.
- \* A full regeneration of all the eligible account forecasts will be carried out.
- \* A recalculation of the forecast for the accounts added since the last update will be carried out
- \* The length of the time that has elapsed since the last change to the forecast setting.
- \* All the previously active account forecasts will expire

**NO.21** Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

- \* Replace with
- \* Decrease by
- \* Update with
- \* Multiple by
- \* Increase by

**NO.22** Which two Manufacturing cloud functionalities are available in the standard Manufacturing Experience Cloud Template?

- \* Rebate Management
- \* Sales Agreements
- \* Account Based Forecasts
- \* Account Manager Targets

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.

**NO.23** The admin at badger power is trying to setup a Rebate type that is valid for transactions completed in January. Which option reflects by the admin?

- \* Setup anew rebate program with that volume rebate type and a single payout period for Jan
- \* Set Rebate type to active on Jan1 and inactive on Jan31
- \* Use the effective date on Rebate Type
- \* Set up an eligibility criteria for this rebate type with activity Date  $\geq$  Jan1 and  $\leq$  Jan31

The admin at Badger Power should use option D: Set up an eligibility criteria for this rebate type with activity Date  $\geq$  Jan1 and  $\leq$  Jan31. This will ensure that any transactions completed in January will be eligible for the rebate type. Additionally, it is important to note that the effective date on the Rebate Type should also be set for January to ensure that the rebate type is active for the duration of the month. For more information on how to set up a Rebate Type, please see the Salesforce documentation here:

[https://help.salesforce.com/articleView?id=rebate\\_types\\_overview.htm&language=en\\_US&type=0](https://help.salesforce.com/articleView?id=rebate_types_overview.htm&language=en_US&type=0).

**NO.24** Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit?

- \* Specified
- \* Elapsed
- \* Stepped
- \* Aggregate

**NO.25** When Using the Time Period filter on a sales agreement record page, Which options are available?

- \* Range
- \* Set Periods
- \* Custom
- \* Current Period
- \* Fiscal Year

**NO.26** What is required before the Analytics for Manufacturing App can be created?

- \* At least one record must exist in each of the Manufacturing Cloud objects to be analyzed.
- \* Refresh Sales Agreement(s) to be analyzed.
- \* Refresh Forecast(s) to be analyzed.
- \* At least one dashboard must exist in each of the Manufacturing Cloud objects to be analyzed.

**NO.27** Which method can be used to calculate Actuals for sales agreements?

- \* Automatically from contracts through orders.
- \* Manually using api upload
- \* Automatically from orders through contracts
- \* Automatically from direct orders
- \* Automatically from direct contracts

Sales agreements can be automatically calculated from orders through contracts. This method allows for the actuals to be calculated in real-time, which is useful for tracking performance against the agreement. Additionally, this method allows businesses to quickly adjust their sales agreements based on the actual performance of their orders.

**NO.28** Which two statements are correct about sales agreement cloning?

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

- \* The new sales agreement is created in draft status
- \* The default start date of the new sales agreement is equal to the start date of the original sales agreement
- \* The new sales agreement is created in activated status
- \* The agreement term details are copied over from the original sales agreement

**NO.29** At universal containers some Manufacturing cloud users have `&#8216;Delete sales agreement&#8217;` profile permission.

Which two statements are correct about that permission and the entitled users ability to delete sales agreements?

- \* Account owners will see the `&#8216;Delete&#8217;` option on the sales agreements record header
- \* Only sales agreements with no associated products can be deleted
- \* Only these user will see the `&#8216;Delete&#8217;` option on the sales agreement record header
- \* Only non-active sales agreements can be deleted
- \* Sales agreements with any status can be deleted

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<https://www.exams4sures.com/Salesforce/Manufacturing-Cloud-Professional-practice-exam-dumps.html>