

# DUMPSQUEEN

## Manufacturing Cloud Accredited Professional Exam

Salesforce Manufacturing-Cloud-Professional

Version Demo

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## QUESTION NO: 1

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?

- 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**

## QUESTION NO: 2

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

**ANSWER: A C**

## QUESTION NO: 3

Manufacturing Cloud supports which two types of Experience Clouds?

- A. Customer
- B. Partner
- C. External Apps (+)
- D. Internal
- E. Employee

**ANSWER: A B**

## QUESTION NO: 4

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: 5

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

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

**ANSWER: A C D**

## QUESTION NO: 6

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?

- A.** Setup anew rebate program with that volume rebate type and a single payout period for Jan
- B.** Set Rebate type to active on Jan1 and inactive on Jan31

C. Use the effective date on Rebate Type

D. Set up an eligibility criteria for this rebate type with activity Date  $\geq$  Jan1 and  $\leq$  Jan31

**ANSWER: D**

**Explanation:**

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).

**QUESTION NO: 7**

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: 8**

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Visualforce pages
- B. Lightning Classic Apps
- C. External Apps
- D. Experience Cloud
- E. Manufacturing Cloud license for external users

**ANSWER: C D**

## QUESTION NO: 9

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.

**ANSWER: B**

## QUESTION NO: 10

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

Sales Agreements

- A. Experience Cloud for Manufacturing
- B. Account Based Forecasting
- C. Order Management
- D. Account Manager Target

**ANSWER: A**