Salesforce

MANUFACTURING-CLOUD-PROFESSIONAL Exam

Manufacturing Cloud Accredited Professional Exam

Questions & Answers
Demo

Version: 7.0

Question: 1

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 forecsats?

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

Explanation:

Question: 2

An admin wants to create new custom metric on the Account product period forecast component . What need to be done to make the metric available on the Account forecast component?

A. Create a custom field on Account Forecast, create a custom of field on account product, map both of new fields in the account forecast setting page.
B. Create a custom of field on account product period forecast, , create a custom of field on account product forecast, map both of new fields in the account forecast setting page.
C. Create a custom of field on Sales agreement product, Create a custom of field on Sales agreement product period, map both of new fields in the Sales agreement setting page
D. Create a custom of field on account forecast adjustment, Create a custom of field on account forecast adjustment period, map both of new fields in the account forecast setting page.

Answer: B

Explanation:

Question: 3

Which method can be used to calculate Actuals for sales agreements?

A. Automatically from contracts through orders.
B. Manually using api upload

C. Automatically from orders through contracts
D. Automatically from direct orders
E. Automatically from direct contracts

Answer: C

Explanation:

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.

Question: 4

Which object is required to create a Sales agreement?

A. Account
B. B)
C. Contract
D. Order
E. Quote

Answer: C

Explanation:

The object that is required to create a Sales agreement is Contract. A Contract is a document that outlines the terms and conditions of a sales agreement between two parties. It is necessary to create a Contract in order to create a Sales agreement. For more information, please refer to the Salesforce documentation.

Question: 5

When Using the Time Period filter on a sales agreement record page, Which options are available?

A. Range
B. Set Periods
C. Custom
D. Current Period
E. Fiscal Year

Answer: A

Explanation: