

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 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

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:

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