

Manufacturing Cloud Accredited Professional

Salesforce Manufacturing-Cloud-Professional

Version Demo

Total Demo Questions: 18

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Topic Break Down

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Topic 1, Manufacturing Cloud Overview	9
Topic 2, Account-Based Forecasting	50
Topic 3, Sales Agreements	63
Topic 4, Manufacturing Cloud Analytics	23
Topic 5, Manufacturing Cloud Implementation	38
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Total	185

QUESTION NO: 1

Universal Containers wants to add a rebate benefit defined by a product dimension. Which related list must be defined to create this dimension?

- A. Payout Mappings
- B. Benefit Mappings
- C. Dimensions Type Mappings
- D. Rebate Type Mappings

ANSWER: B

Explanation:

Benefit Mappings is correct because rebate benefits use benefit mappings to associate the benefit with the relevant dimension definition, including a product-based dimension. This configuration establishes the dimension context that Salesforce uses when evaluating qualifying transactions and calculating the benefit. For a product dimension, the mapping identifies how the benefit should be applied in relation to the selected product criteria, so the rebate program can correctly distinguish the products covered by that benefit. Benefit mappings are therefore the required related-list configuration when creating a benefit whose calculation or eligibility is defined by product dimensions. This setup supports the broader Rebate Management process of defining program terms, associating benefits with applicable business dimensions, and calculating rebates from eligible transaction data. Salesforce's Rebate Management learning material describes how rebate programs use benefits and related qualification or calculation criteria to model customer incentive agreements. See Salesforce Trailhead's [Rebate Management Basics](#) and the [Salesforce Rebate Management documentation](#) for product and benefit configuration concepts.

QUESTION NO: 2

Which two options are available to integrate Oracle ERP orders data with Manufacturing Cloud?

- A. Use an AppExchange ISV solution
- B. Use API integration with custom logic
- C. Use the ERP integration template
- D. Use ANT Migration

ANSWER: A B

Explanation:

Using an AppExchange ISV solution and using API integration with custom logic are both viable approaches for bringing Oracle ERP order data into Manufacturing Cloud. AppExchange partners can provide packaged connectors or integration products that reduce the effort required to connect Salesforce with external ERP applications. These solutions can supply established authentication, transformation, synchronization, and monitoring capabilities, subject to the specific Oracle product and the selected partner offering. Explore available partner offerings through [Salesforce AppExchange](#).

API integration with custom logic is appropriate when the organization needs control over how Oracle order records are mapped, validated, transformed, and loaded into Manufacturing Cloud. Salesforce APIs enable an integration layer or custom service to create, update, and query Salesforce data while accommodating the organization's ERP data model and processing requirements. The integration can be implemented synchronously or asynchronously according to the required volume and timeliness of order data. Salesforce's API documentation provides the supported interfaces and integration guidance at [Salesforce REST API Developer Guide](#).

QUESTION NO: 3

Which two statements are correct about security predicates in Tableau CRM for Manufacturing?

- A. They are evaluated when a user queries a dataset
- B. They can use user attributes to filter dataset rows
- C. They automatically grant Create access to Salesforce objects
- D. They replace organization-wide defaults for Salesforce records

ANSWER: A B

Explanation:

Security predicates are evaluated when a user queries a dataset. This allows a dashboard or lens to return only the rows that the current user is permitted to view.

Security predicates can use user attributes to filter dataset rows. For example, a predicate can use a user's ID, role, manager relationship, or another configured attribute to restrict manufacturing analytics data for account managers and their teams.

Security predicates do not replace Salesforce object permissions or organization-wide defaults. They apply row-level security to CRM Analytics datasets. See [Salesforce CRM Analytics Security Predicates](#).

QUESTION NO: 4

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

ANSWER: B C

Explanation:

The Forecast Analysis dashboard can calculate **Days Remaining** and **Mean absolute percentage error in the forecast**. Days Remaining provides the time left in the current forecast period, helping users interpret forecast progress in the context of the remaining selling time. This is particularly useful for determining whether forecasted results are likely to be achieved before the period closes. Mean absolute percentage error, commonly called MAPE, measures forecast accuracy by expressing the average absolute difference between forecasted and actual values as a percentage. Because it is percentage-based, MAPE enables users to compare forecasting accuracy across periods and across accounts or products with different revenue levels. Together, these measures provide both a time-to-close indicator and a standardized accuracy measure, enabling manufacturers to monitor the reliability of forecasts and act on material deviations. Salesforce Manufacturing Cloud analytics provides dashboard-driven insight into sales agreements, account performance, and forecasting data; Tableau CRM supports calculated measures and analytical dashboards for this purpose. See Salesforce's [Manufacturing Cloud documentation](#) and the [CRM Analytics basics module](#).

QUESTION NO: 5

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

ANSWER: C D

Explanation:

Assigned by Me and **Assigned to Me** are the default Account Manager Target list views that filter target records according to assignment relationship. **Assigned by Me** lets a user, such as a manager, focus on targets that they assigned to other users. This supports oversight of the targets the manager created or delegated. **Assigned to Me** lets an account manager focus on target records for which that user is the assignee, providing a personal work list of targets to review and act on. Together, these views distinguish the user who made the assignment from the user responsible for the target, without requiring the user to manually build filters. Account Manager Targets are part of Manufacturing Cloud's sales-agreement and account-planning capabilities, which support tracking account-level objectives and performance. Salesforce provides standard list-view functionality for working with record collections and applying ownership or assignment-oriented filters; see [Salesforce Help: List Views](#). For Manufacturing Cloud product context and learning resources, see [Trailhead: Manufacturing Cloud Basics](#).

QUESTION NO: 6

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating actuals against account manager targets?

- A. Other User
- B. Opportunity Owner
- C. Custom Lookup Field for a user on Account.
- D. Order Owner
- E. Account Owner

ANSWER: A D E

Explanation:

When configuring order actuals for account-manager targets in Tableau CRM for Manufacturing, credit can be assigned to the **Other User**, **Order Owner**, or **Account Owner**. These selections define the user whose performance receives the order's actual amount in the target-versus-actual analysis. **Order Owner** supports crediting the person responsible for managing the order record, while **Account Owner** supports the common sales-management model in which the account manager is accountable for customer revenue. **Other User** provides flexibility for organizations that credit a different salesperson or responsible user than either standard owner. This selection is supported through the configured user reference used by the Manufacturing analytics setup, allowing the actuals calculation to reflect the organization's established crediting model. The configuration ensures that order-derived actuals are attributed consistently before Tableau CRM aggregates them for account-manager target reporting. See Salesforce's [Manufacturing Cloud basics](#) and the [Salesforce Analytics data integration documentation](#) for related Manufacturing Cloud and analytics configuration guidance.

QUESTION NO: 7

Universal Containers is using Sales Agreements and does not want to bring actual orders data into Salesforce. However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which Actuals Calculation option in the Sales Agreement Setup must be selected?

- A. Automatically from direct orders.
- B. Automatically from orders through contracts

C. Manually using Actual Orders API

D. Manually using API upload

ANSWER: C

Explanation:

Manually using Actual Orders API is the appropriate Actuals Calculation setting when actual order records remain in an external order-management system, but their results must contribute to Sales Agreement analysis in Manufacturing Cloud. This approach lets an integration send the relevant actual-order quantities and amounts to Salesforce through the Actual Orders API. Salesforce can then apply those actuals to the applicable sales-agreement products and periods, enabling users to compare agreed quantities or values with performance without storing the source order records in Salesforce.

This model is useful when the external system remains the system of record for orders, including when importing detailed order data would be unnecessary, undesirable, or impractical. The integration is responsible for providing the actuals data at the required cadence and with the identifiers needed to associate it with the appropriate Sales Agreement context. Once recorded, the calculated actuals support agreement effectiveness analysis, such as tracking attainment against planned commitments. Salesforce describes Sales Agreements and their actuals capabilities in its [Manufacturing Cloud Sales Agreements Trailhead module](#) and provides API documentation through the [Manufacturing Cloud Developer Guide](#).

QUESTION NO: 8

Universal Containers (UC) has been in the manufacturing industry for many years. The industry has become much more volatile over the years. UC is looking to implement Manufacturing Cloud to manage this volatility.

Which specific business challenge does the implementation of Manufacturing Cloud tackle?

A. Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders

B. Connecting stakeholders and assets for real-time collaboration in the field

C. Connecting to potential buyers and predicting the likelihood of a sale

ANSWER: A

Explanation:

Gaining visibility in businesses to improve forecast accuracy and collaborate with stakeholders is correct because Manufacturing Cloud is designed to help manufacturers respond to changing demand and supply conditions with a connected, account-centric view of their business. Its Sales Agreements and Account-Based Forecasting capabilities allow sales teams to capture negotiated product quantities and revenue expectations at the customer-account level, then turn that information into forecasts that can be reviewed and adjusted collaboratively. This gives commercial, operations, and planning stakeholders a more reliable shared view of expected demand, rather than relying on disconnected spreadsheets or isolated departmental forecasts.

That visibility is especially valuable in a volatile manufacturing environment, where changes in customer demand, supply availability, and market conditions must be recognized quickly. Manufacturing Cloud supports a common planning process by bringing account-level demand signals, forecasts, and related information into Salesforce, helping teams align on current expectations and make better-informed decisions. Salesforce describes Manufacturing Cloud as a solution for unifying sales and operations through account-based forecasting and sales agreements. See [Salesforce Manufacturing Cloud](#) and [Manufacturing Cloud documentation](#).

QUESTION NO: 9

Which two permission sets will allow an Admin to set up Tableau CRM for Manufacturing?

A. Manufacturing Einstein Admin

B. Tableau CRM Plus Admin

- C. Manufacturing Analytics Admin
- D. Einstein Analytics Plus User
- E. Manage Analytics

ANSWER: A C

Explanation:

Manufacturing Einstein Admin and **Manufacturing Analytics Admin** are the required Manufacturing Cloud administrative permission sets for this setup. Manufacturing Einstein Admin provides the administrative access needed to configure Manufacturing Einstein capabilities, including the Manufacturing Cloud forecasting and target-related features that can supply business context and data for Manufacturing Cloud processes. Manufacturing Analytics Admin provides the Manufacturing Cloud-specific analytics administration access required to configure and manage Tableau CRM (formerly CRM Analytics) assets for Manufacturing, such as the packaged analytics application, datasets, dashboards, and related setup tasks. Together, these permission sets cover administration of both the Manufacturing Einstein functionality and the Manufacturing analytics experience, rather than simply granting general analytics access. Salesforce documents Manufacturing Cloud user and permission configuration, including the dedicated Manufacturing Einstein and analytics permission sets, in its Manufacturing Cloud setup guidance. For background on the Manufacturing Cloud product and its embedded analytics capabilities, see [Salesforce Manufacturing Cloud documentation](#). For Salesforce's current Tableau CRM/CRM Analytics product information and administration resources, see [Analytics documentation](#).

QUESTION NO: 10

At universal containers some Manufacturing cloud users have the "Delete sales agreement"™ profile permission. Which two statements are correct about that permission and the entitled users ability to delete sales agreements?

- A. Account owners will see the "Delete"™ option on the sales agreements record header
- B. Only sales agreements with no associated products can be deleted
- C. Only these user will see the "Delete"™ option on the sales agreement record header
- D. Only non-active sales agreements can be deleted
- E. Sales agreements with any status can be deleted

ANSWER: C

Explanation:

Only these user will see the "Delete"™ option on the sales agreement record header is correct because the Delete Sales Agreement permission specifically controls whether the Delete action is made available to a user on a sales agreement record. It is not enough for a user merely to be related to the account or to own the account; the user must have the dedicated Manufacturing Cloud permission to access that action. Salesforce applies this permission as part of the sales-agreement deletion workflow so that organizations can limit irreversible agreement maintenance to authorized users. When an entitled user selects the action, Salesforce also evaluates the agreement's business constraints before completing deletion, including whether the agreement has active orders. This lets administrators grant targeted deletion access through profiles or permission sets while preserving the operational integrity of agreement and order data. For Salesforce's documented sales-agreement lifecycle and management behavior, see [Salesforce Help: Sales Agreements](#) and the [Salesforce Trailhead module on Manufacturing Cloud Sales Agreements](#).

QUESTION NO: 11

An administrator of an organization is implementing Manufacturing Cloud Intelligence and various dashboards and is also setting up Advanced Account Forecasting.

Why would an administrator configure Field-Level Security for the Advanced Account Forecast Partner and Advanced Account Forecast Fact objects?

- A. To provide users access to partner and facts records
- B. To provide users with separate levels of visibility to forecast data
- C. To provide users with separate levels of visibility to activity data

ANSWER: B

Explanation:

To provide users with separate levels of visibility to forecast data is correct because field-level security controls whether a user can see or edit individual fields on an object, independently of whether that user can access the record itself. Advanced Account Forecast Partner and Advanced Account Forecast Fact store forecast-related information used by Advanced Account Forecasting and Manufacturing Cloud Intelligence reporting. Some forecast fields can be appropriate for a broad audience, while others—such as partner-related inputs, detailed fact values, or sensitive forecast measures—may be intended only for selected roles, profiles, or permission-set recipients. Configuring field-level security lets an administrator expose the required forecast fields to each audience without creating separate objects or duplicating forecast records. This supports dashboards and analytics that present users with the forecast information relevant to their responsibilities while protecting restricted forecast details. Salesforce applies field-level security consistently across the user interface, reports, list views, and API access, making it a core control for tailoring visibility of data attributes. See Salesforce's [Field-Level Security documentation](#) and the [Trailhead module on field-level data security](#).

QUESTION NO: 12

In Salesforce Manufacturing Cloud, why is it important to validate the functionality against business process flows during implementation or system updates?

- A. To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization
- B. To optimize and streamline the manufacturing operations by leveraging the full capabilities of Salesforce Manufacturing Cloud
- C. To improve user adoption and satisfaction by customizing the system to match the organization's unique business requirements

ANSWER: A

Explanation:

To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization is correct because business-process validation confirms that the configured Manufacturing Cloud solution works as intended in the real operational scenarios it is meant to support. Manufacturing Cloud is designed around industry processes such as managing account relationships, sales agreements, forecasts, and account-based forecasting. During an implementation or update, teams should test the end-to-end flows used by the organization, including the data inputs, approvals, calculations, access controls, integrations, and user actions involved. This validation establishes that the solution's configuration translates documented business requirements into dependable system behavior before release. It also provides evidence that important manufacturing workflows can be completed consistently by the appropriate users and that any required adjustments are identified before they affect production use. Salesforce's implementation guidance emphasizes planning around business requirements and validating changes through testing, while Manufacturing Cloud documentation describes the product capabilities that must be configured to fit a customer's operating model. See [Salesforce Manufacturing Cloud documentation](#) and [Salesforce testing guidance](#).

QUESTION NO: 13

A salesforce Manufacturing cloud user finds that the current sales agreement data is not displaying in tableau CRM for manufacturing. What two possibilities could cause this to happen?

- A. The sales agreement was linked to person accounts
- B. Sales agreements are only displayed in the grid

- C. The sales agreement was not added to the data flow
- D. The sales agreement data flow was not updated

ANSWER: C D

Explanation:

“The sales agreement was not added to the data flow” is correct because Tableau CRM for Manufacturing relies on dataflows to extract, transform, and load Salesforce Manufacturing Cloud records into the analytics datasets used by dashboards and lenses. If Sales Agreement records or the required related objects are absent from the dataflow configuration, they are never written to the dataset, so the analytics experience has no agreement data to display.

“The sales agreement data flow was not updated” is also correct because a configured dataflow must run successfully to refresh its output dataset. Current Sales Agreement information, including recently created agreements and changes to agreement details, is reflected in Tableau CRM only after the relevant dataflow is updated and executed. Administrators should therefore confirm that the Manufacturing Cloud Sales Agreement dataflow includes the required source objects, has been saved after configuration changes, and has completed a recent successful run. Salesforce’s Analytics dataflow documentation describes how dataflows populate and refresh CRM Analytics datasets, while Manufacturing Cloud learning resources provide the broader context for sales agreement management and reporting. See [Salesforce CRM Analytics Dataflow Developer Guide](#) and [Salesforce Trailhead: Manufacturing Cloud Sales Agreements](#).

QUESTION NO: 14

Which two records are used to maintain product-level commitments and their time-based schedules in a Sales Agreement?

- A. Sales Agreement Product
- B. Sales Agreement Product Schedule
- C. Account Product Forecast
- D. Rebate Program Member

ANSWER: A B

Explanation:

Sales Agreement Product records represent the products included in a Sales Agreement. They provide the product-level context for negotiated quantities, revenue, and related agreement information.

Sales Agreement Product Schedule records represent the planned values for those products over the agreement periods. The schedule records enable users to track time-phased commitments, actuals, and adjustments for each agreement product. See [Salesforce Help: Sales Agreements](#) and the [Manufacturing Cloud data model](#).

QUESTION NO: 15

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

Explanation:

Experience Builder is the Salesforce tool used to customize a site after it is created from a Manufacturing Cloud experience template. Experience Builder provides a visual, component-based workspace for configuring the site's pages, theme, branding, navigation, and page layouts. Administrators can use it to place standard and custom Lightning components on pages and tailor the experience for manufacturing users, such as partners, account teams, or customers accessing Manufacturing Cloud information.

After creating an Experience Cloud site with a selected template, Salesforce opens the site in Experience Builder, where customization occurs without requiring code for typical layout and content changes. The builder works with reusable components and supports previewing the site for different devices, helping teams create an appropriate portal experience before publishing it. For Manufacturing Cloud implementations, this is the expected tool for adapting the template-provided site to the organization's business processes and branding. Salesforce's Experience Cloud documentation describes Experience Builder as the environment for building and customizing sites, while Manufacturing Cloud resources identify Experience Cloud as a way to provide external stakeholders access to relevant manufacturing data and workflows. See [Salesforce Experience Builder overview](#) and [Salesforce Manufacturing Cloud](#).

QUESTION NO: 16

Which two factors directly contribute to the number of Account Product Period Forecast records created during account forecast generation?

- A. The number of eligible accounts
- B. The number of products included in forecasts
- C. The number of dashboard folders in the org
- D. The number of active Experience Cloud sites

ANSWER: A B

Explanation:

The number of eligible accounts contributes to the total because Manufacturing Cloud creates forecast data for each account that satisfies the configured forecast-generation criteria.

The number of products included in forecasts also contributes because Account Product Period Forecast records are created at the account-product-period level. More eligible account and product combinations result in more period forecast records. Administrators should consider these dimensions when monitoring account forecast record limits. See [Salesforce Help: Account Forecast Limits](#) and [Salesforce Help: Account Forecasts](#).

QUESTION NO: 17

Universal container wants to enter a sales agreement for Widget A, Which three minimum data element required on sales agreement

- A. Opp, Pricebook, Product
- B. Account, Opp, Contracts
- C. Account, Price book, Product
- D. Account, Product, Orders

ANSWER: C

Explanation:

Account, Price book, Product is correct because a sales agreement must establish the customer with whom the agreement is made, the catalog and pricing context used for the agreement, and the item being committed. The Account identifies the buyer or customer relationship that owns the agreement. The Price Book provides the relevant product-price entries, so agreement products can use the intended pricing catalog rather than an unspecified price source. The Product identifies Widget A as the item covered by the agreement and is represented through the agreement's product-level information. Together, these elements define the essential commercial context: who is buying, which pricing catalog applies, and what is being sold. Salesforce Manufacturing Cloud sales agreements are designed to capture negotiated terms and planned quantities or value for products with an account, and agreement products represent the products included in that agreement. Administrators should ensure the selected product is available through the selected price book before users create the associated agreement-product records. See Salesforce's [Sales Agreements documentation](#) and the [PricebookEntry object reference](#) for the relationship between products and price books.

QUESTION NO: 18

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:

Automatically from orders through contracts is a supported Sales Agreement actuals-calculation method in Manufacturing Cloud. With this approach, the sales agreement is associated with a contract, and eligible order data associated with that contract supplies the actual quantities and amounts used to measure agreement performance. Manufacturing Cloud can then aggregate the order information into the applicable agreement products and periods, giving sales teams a current view of actual performance against the planned quantities or revenue in the agreement. This is particularly useful when contracts represent the commercial relationship governing the orders, because the contract provides the connection between transactional order activity and the sales agreement. Administrators configure the agreement's actuals-calculation approach so that actuals are derived consistently from the relevant order records rather than requiring users to maintain performance figures separately. Salesforce's Manufacturing Cloud learning material describes sales agreements as tools for tracking planned-versus-actual business and explains their relationship to contracts and orders. See [Salesforce Trailhead: Manufacturing Cloud Sales Agreements](#) and the [Salesforce Manufacturing Cloud overview](#) for product context.