

# MANUFACTURING-CLOUD- PROFESSIONAL<sup>Q&As</sup>

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**QUESTION 1**

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

Correct Answer: A

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**QUESTION 2**

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

Correct Answer: D

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**QUESTION 3**

What out-of-the-box Manufacturing Cloud function can be used to notify users if automated processes fail?

- A. Automated Processes Status report
- B. Automated Processes Notifications
- C. Email Notifications
- D. Manufacturing Cloud Home Page Notifications related

Correct Answer: C

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**QUESTION 4**

Badger Power is using Manufacturing Cloud. Forecasts have been set up and generated for all of their accounts. The forecast formula was recently adjusted to reflect Opportunity Probability. Which action will this trigger?

- A. Recalculation of all active forecast(s).
- B. Recalculation of all forecast(s).
- C. Regeneration of all forecast(s).
- D. Regeneration of all active forecast(s).

Correct Answer: A

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**QUESTION 5**

Which statement is accurate about Account Manager Targets?

- A. Account Manager Targets are only supported for custom fiscal year.
- B. Account Manager Targets are supported for standard fiscal year and custom fiscal year.
- C. Account Manager Targets can only be used after a forecast calendar is configured.
- D. Account Manager Targets are only supported for standard fiscal year and not for custom fiscal year.

Correct Answer: D

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