

IT 认证电子书



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Exam : Manufacturing Cloud Professional

**Title : Manufacturing-Cloud-Professional -
Manufacturing Cloud
Accredited Professional
Exam**

Version : DEMO

1.How does the time series projection feature in Tableau CRM for manufacturing provide data insights?

- A. It tracks product growth trends
- B. It tracks performance against account manager targets
- C. It tracks inventory utilization for a defined time frame
- D. It tracks account revenue growth against goals
- E. It tracks against product margin targets

Answer: A

2.Which object is required to create a Sales agreement?

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

Answer: A

Explanation:

The Account object is required to create a Sales agreement. Sales agreements are typically associated with an Account as they define the terms and conditions of sales between a seller and a buyer.

3.What is the purpose of defining the renewal days for sales agreement

- A. Determines the beginning of the sales agreement
- B. Determines the beginning of the renewal period
- C. Determines the end of the sales agreement
- D. Determines the end of the sales agreement

Answer: B

4.Which two out-of-the-box actions can be performed on a Sales Agreement?

- A. Recalculate Actuals
- B. Update ProductsC) Mass Update
- C. Update Adjustments
- D. Regenerate Agreement

Answer: A,C

5.Which two out-of-the-box Manufacturing Actions can be performed in Process Builder and Flow Builder?

- A. Clone Sales Agreement
- B. Mass Archive Sales Agreement
- C. Mass Update Account Forecast
- D. Clone Account Forecast
- E. Mass Update Sales Agreement

Answer: A,E