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QUESTIONS & ANSWERS
DEMO VERSION
(LIMITED CONTENT)

Question 1

Question Type: MultipleChoice

Before setting up Manufacturing Cloud, Universal Containers must complete certain prerequisites. One of the prerequisites is to set up Objects for Manufacturing.

Which objects must be set up for sales agreements?

Options:

- A- Accounts, Contacts, Products, and Price Books
- B- Accounts, Contacts, Products, Opportunities, and Price Books
- C- Accounts, Contacts, Products, Orders, and Price Books

Answer:

A

Question 2

Question Type: MultipleChoice

Which dashboard in the Advanced Account Forecasting Analytics app should a user access to do a deep-dive and understand forecasts and actuals by custom dimensions?

Options:

- A- Account Health
- B- Account Insights
- C- Forecast Analysis

Answer:

B

Question 3

Question Type: MultipleChoice

Customer service reps would like to set up end-to-end service processes to manage the entire service operation lifecycle.

Which tool should the consultant use to set up these processes?

Options:

- A- Service Automation Studio
- B- Service Process Studio.
- C- Manufacturing Cloud Studio

Answer:

B

Question 4

Question Type: MultipleChoice

Universal Containers (UC) currently uses Sales Agreements to track its annual plans with customers but is working with a consultant to set up Advanced Account Forecasting.

UC stores shipped/invoiced order data in a child-custom object related to the standard Order object. UC has two primary requirements:

- 1) To see its forecast by Product Code and Product Category
- 2) To see actual order data broken out into three metrics: Quantity Ordered but still Open, Quantity Ordered but Shipped, and Quantity Invoiced

How should a consultant set up Advanced Account Forecasting to fulfill these requirements successfully?

Options:

- A- On the Forecast Fact - Configure two new custom dimension fields (product code and product category) and three new custom metric fields (ordered quantity, shipped quantity, and invoiced quantity). Modify the OOTB DPE templates to incorporate the new dimensions and aggregate the data according to the new metrics.
- B- On the Forecast Fact - Configure three new custom metric fields (ordered quantity, shipped

quantity, and invoiced quantity). Modify the OOTB DPE templates to aggregate just the new metrics; the new dimension will be automatically incorporated from the product.

C- On the Forecast Fact - Configure two custom dimension fields (product code and product category) and two new custom metric fields (shipped quantity and invoiced quantity). Modify the Out of the Box (OOTB) Data Processing Engine (DPE) templates to incorporate the new dimensions; the new metric aggregation will be automatic.

Answer:

A

Question 5

Question Type: MultipleChoice

Universal Containers would like to use Manufacturing Cloud to forecast its spare part demand based on the number of defective part cases logged by customers and part orders

requested by distribution partners.

Which customization is required for Advanced Account Forecasting to meet these requirements?

Options:

A- A custom forecast fact table

B- A custom forecast fact table and DPE definition

C- A custom forecast fact table with the Data Processing Engine (DPE) definition from the prebuilt asset, Generate Forecast for Product Categories

Answer:

C

Question 6

Question Type: MultipleChoice

Which Manufacturing Intelligence dashboard should a consultant use to identify products that could upsell and cross-sell across all accounts for the next quarter?

Options:

A- Whitespace Analysis

B- Pricing Insights

C- Team Targets

Answer:

A

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