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Salesforce AP-213 Exam Syllabus Topics:

Section	Objectives
	- User access and permissions
Topic 1: Security & Access	1. Field-level security 2. Role hierarchy and sharing model

	- Analytics and reporting tools
Topic 2: Reporting & Analytics	1. Forecast and performance reports 2. Manufacturing dashboards
	- Data setup and configuration
Topic 3: Data Model & Configuration	1. Product and account data structure 2. Custom settings and objects
	- Deployment and optimization
Topic 4: Implementation & Best Practices	1. Implementation phases 2. Best practices for adoption
	- Agreement lifecycle management
Topic 5: Sales Agreements	1. Creation and activation of sales agreements 2. Amendments and renewals
	- Core capabilities and business value
Topic 6: Manufacturing Cloud Overview	1. Manufacturing Cloud use cases in B2B manufacturing 2. Key platform components and architecture
	- Data integration patterns
Topic 7: Integration & Data Management	1. ERP integration considerations 2. Data import and synchronization
	- Forecasting concepts
Topic 8: Account-Based Forecasting	1. Consumption-based forecasting 2. Demand forecasting models

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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q127-Q132):

NEW QUESTION # 127

Which two statements are accurate when embedding the Manufacturing agreement Performance and Manufacturing Product Performance dashboards in lightning page?

- A. Can embed in sales agreement page layout only
- B. Must set Component height to 120
- C. No filter required.
- D. Can embed in any manufacturing cloud page layout

Answer: B,D

Explanation:

When embedding the Manufacturing Agreement Performance and Manufacturing Product Performance dashboards in a lightning

page, it is recommended to set the dashboard's height to 120 pixels to ensure optimal display. Additionally, these dashboards can be embedded on any manufacturing cloud page layout without the need for setting up filters, offering flexibility in dashboard placement and enhancing user accessibility to critical performance data across various manufacturing cloud components .

NEW QUESTION # 128

Universal Containers is using Account Based Forecasting and expects a 5% increase in the market but has a target growth of 10%. Where should the Account owner add the additional 5%?

- A. Set 5% value in Account Growth.
- B. Update the Market Growth to 10%.
- C. Update the Account Forecast to 10%.

Answer: A

Explanation:

Account Based Forecasting allows the account owner to set the account growth and market growth values for each account. These values are used to calculate the forecast quantity and revenue based on the historical orders, sales agreements, and opportunities. The account growth represents the expected growth of the account relative to the market, while the market growth represents the expected growth of the market for the products sold by the account. If Universal Containers expects a 5% increase in the market but has a target growth of 10%, the account owner should set the account growth to 5%, which means the account is expected to grow 5% faster than the market. This will increase the forecast quantity and revenue by 5% compared to the baseline forecast. Updating the account forecast to 10% or the market growth to 10% will not achieve the same result, as they will affect the forecast calculations differently. References: Create Accurate Account Forecasts, Considerations for Working with Manufacturing

NEW QUESTION # 129

When an Admin is configuring Account Forecast Calculation Settings, what is the consequence if Sales Agreement List View is NOT selected?

- A. Only sales agreements with approved adjustments in the Salesforce org will be considered.
- B. All active and expired sales agreements will be considered.
- C. All sales agreements within the generation period will be considered.
- D. Only approved sales agreements in the Salesforce org will be considered.
- E. No sales agreements will be considered.

Answer: E

Explanation:

if Sales Agreement List View is not selected in the Account Forecast Calculation Settings, no sales agreements will be considered when calculating the sales agreement metric values of account forecasts. This means that the account forecasts will only reflect the opportunity metric values, and not the sales agreement metric values. To include the sales agreement metric values in the account forecasts, you need to select a sales agreement list view that defines which sales agreements to use for the calculations. References: 1: Configure Account Forecast Calculation Settings - Salesforce

NEW QUESTION # 130

Universal Containers (UC) is operating in 21 countries across EMEA with eight different currencies. UC identifies customers as Silver, Gold, or Platinum in those countries, depending on the catalog prices and discount thresholds. Once a year, UC indexes the prices, updating currency exchange rates while regularly introducing new products throughout the year.

What is a potential blocker to the company's current business processes?

- A. Currency exchange rates can only be updated if Advanced Currency Management is enabled
- B. Pricing Analytics over accounts is not possible; limit to only 52 forecast updates per year.
- C. There is a limit to the number of mass updates that can be performed on the sales agreements.

Answer: A

Explanation:

A potential blocker to Universal Containers' current business processes, given their operation across multiple countries with different currencies, is the limitation that currency exchange rates can only be updated if Advanced Currency Management (ACM) is enabled

in Salesforce. This feature is crucial for businesses like UC that deal with multiple currencies, as it allows for more precise and dynamic management of currency exchange rates. Without ACM, UC may face challenges in accurately updating and managing currency exchange rates, which is essential for indexing prices annually and introducing new products throughout the year. This limitation can significantly impact the company's ability to maintain accurate pricing and discount thresholds for their customers categorized as Silver, Gold, or Platinum, potentially affecting sales agreements and overall business operations.

NEW QUESTION # 131

The Financial Team at Budget Power wants to be sure to pay out Rebates on Invoices that has Status Paid within Rebate Management. How can an Admin ensure that this requirement is fulfilled?

- A. Additional steps are not needed. Only transactions with Status = Paid are included in the Journal.
- **B. Validate invoice status in ERP before bringing into Salesforce.**
- C. Create a custom field in Transaction Journal, copy Invoice Status data into custom field, then use as an eligibility condition in Rebate Types.
- D. Update Data Processing Engine job to filter out transactions where Invoice status does not Paid.

Answer: B

Explanation:

To ensure that rebates are paid out only on invoices that have status paid, an admin can create a custom field in the Transaction Journal object, and copy the invoice status data from the source system into that field.

Then, the admin can use that field as an eligibility condition in the Rebate Types, so that only transactions that match the criteria are included in the rebate calculation. This way, the admin can avoid paying rebates on invoices that are not yet paid, or that are canceled, refunded, or disputed. References: [Rebate Management - Salesforce Help], Create and Manage Rebate Types - Salesforce Help, Create and Manage Transaction Journals - Salesforce Help, Create and Manage Data Processing Engine Definitions - Salesforce Help, Rebate Management for Manufacturing Cloud - Salesforce Help

NEW QUESTION # 132

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