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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q59-Q64):

NEW QUESTION # 59

Which three options can be defined by an Admin in the Setup area in Account Manager Targets?

- A. Target Measure Type
- B. Team Member Hierarchy

- C. Distribution Frequency
- D. Price Book
- E. Default Currency

Answer: A,B,C

Explanation:

Account Manager Targets is a feature of Manufacturing Cloud that allows you to set up and manage sales goals and track performance for your account managers and their teams. To use this feature, you need to enable it in Setup and define some settings that affect how targets are created, assigned, and distributed. The three options that can be defined by an admin in the Setup area in Account Manager Targets are:

Target Measure Type: This is the unit of measurement for the targets, such as revenue, volume, or any custom measure. You can define up to three target measure types for your org and assign them to different target types. For example, you can have a target type for revenue and another one for volume, and use different target measure types for each one.

Team Member Hierarchy: This is the hierarchy that determines how targets are rolled up from individual account managers to their managers and so on. You can use the standard User Role hierarchy or a custom hierarchy based on a custom object. The hierarchy affects how targets are distributed, aggregated, and reported.

Distribution Frequency: This is the frequency at which targets are distributed from parent targets to child targets. You can choose from monthly, quarterly, or yearly distribution. The distribution frequency affects how targets are calculated and displayed for different time periods.

Account Manager Targets in Manufacturing Cloud | Salesforce Trailhead Module, Enable Account Manager Targets - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module

NEW QUESTION # 60

A client has provided a list of unstructured, unprioritized requirements. What should a consultant do to advance to the next step of the project?

- A. Write a Solution Design Document detailing the required technical solution to answer the list of requirements.
- B. Structure the list of requirements and spend time evaluating the impact and added value of each requirement before discussing with the client.
- C. Prepare a template with the requirements and their associated priority, and work with the client to evaluate each item

Answer: C

Explanation:

A consultant should prepare a template with the requirements and their associated priority, and work with the client to evaluate each item. This is the best way to advance to the next step of the project, because it helps the consultant and the client to align on the scope, objectives, and expectations of the project. It also allows the consultant to understand the client's business needs, challenges, and opportunities, and to prioritize the requirements based on their value and feasibility. By working collaboratively with the client, the consultant can also build trust and rapport, and ensure that the client is engaged and satisfied with the project outcome.

References:

Manufacturing Cloud - Salesforce

Considerations for Working with Manufacturing - Salesforce

NEW QUESTION # 61

A consultant has been assigned to comprehensively analyze how an organization utilizes Manufacturing Cloud to improve its business processes and workflows.

Why is it important to understand the landscape of the business before going into the details of requirements?

- A. To ensure there's an understanding of the big picture and understand where the real opportunity lies between teams agnostic of Manufacturing Cloud
- B. To help broaden the scope of the project and initiative so that everything transforms at once
- C. To support the various business process capabilities across teams that support the customer and the needed areas for integration

Answer: A

Explanation:

It is important to understand the landscape of the business before going into the details of requirements because it helps the

consultant to ensure there's an understanding of the big picture and where the real opportunity lies between teams agnostic of Manufacturing Cloud. By analyzing the current state of the business, the consultant can identify the pain points, challenges, goals, and opportunities of the organization and its stakeholders. The consultant can also map out the value chain, the customer journey, the key processes, and the systems and data involved in the business operations. This will help the consultant to align the requirements with the business objectives and priorities, and to design a solution that delivers value and impact across the organization. Understanding the business landscape also enables the consultant to communicate effectively with the client and to establish trust and credibility.

References:

Manufacturing Cloud - Salesforce

Manufacturing - Salesforce.com

Meet Manufacturing Cloud Unit | Salesforce Trailhead

NEW QUESTION # 62

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

- A. Only approved sales agreements in the Salesforce org will be considered.
- B. All sales agreements within the generation period will be considered.
- C. All active and expired sales agreements will be considered.
- D. Only sales agreements with approved adjustments 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 # 63

Universal Containers (UC) is looking to improve visibility into its long-term agreements and forecasts. A business analyst has gathered UC's requirements and determined a few key requirements that they need compared to standard functionality.

1. UC tracks its long-term agreements by planned quantity and planned revenue at the product category level.
2. UC has a custom fiscal year and tracks its forecast weekly.
3. UC needs to see the ordered quantity, revenue, shipped quantity, and revenue in its forecast metrics.
- 4) The primary dimension in UC's forecasts is the product category.

What should be customized in Manufacturing Cloud to accomplish the business requirements?

- A. Sales Agreement Metrics
- B. Data Processing Engine (DPE) Templates
- C. Advanced Account Forecast Fact object

Answer: B

Explanation:

Data Processing Engine (DPE) Templates are used to customize the data model and calculations for account-based forecasting in Manufacturing Cloud. DPE Templates allow users to define the dimensions, metrics, and formulas for their forecasts based on their business needs. In this case, UC needs to customize the DPE Template to include the product category as a dimension, and the ordered quantity, revenue, shipped quantity, and revenue as metrics. UC also needs to specify the custom fiscal year and the weekly forecast frequency in the DPE Template. The other options are not relevant for this requirement. Sales Agreement Metrics are used to track the performance of sales agreements, not forecasts. Advanced Account Forecast Fact object is a standard object that stores the forecast data, not a customization option. References: Customize Data Processing Engine (DPE) Templates, Account-Based Forecasting in Manufacturing Cloud

NEW QUESTION # 64

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