

# AP-213資料 & AP-213題庫更新資訊



此外，這些Testpdf AP-213考試題庫的部分內容現在是免費的：<https://drive.google.com/open?id=1YKlxZE3R5rqvAwmfWGr5oKH9TGH9YQp>

很多新人剛進入公司就聽說，每個月都會有 Salesforce 證照考試，如果過了，年底有獎金的發放，根據你完成證照的情況，才完成獎金的分配。然而對於沒有參加過任何證照考試的新人來說，是一次不錯挑戰。Testpdf 剛剛更新的 Salesforce AP-213 擬真試題剛好可以幫助很多新人，如果你正在準備 Salesforce AP-213 考試的話，可以利用我們最新的擬真試題仔細地複習備考了。因為最新的 AP-213 擬真試題可以為你的複習和看書減輕很多的煩惱。

Testpdf 有最新的 Salesforce AP-213 認證考試的培訓資料，Testpdf 的一些勤勞的 IT 專家通過自己的專業知識和經驗不斷地推出最新的 Salesforce AP-213 的培訓資料來方便通過 Salesforce AP-213 的 IT 專業人士。Salesforce AP-213 的認證證書在 IT 行業中越來越有份量，報考的人越來越多了，很多人就是使用 Testpdf 的產品通過 Salesforce AP-213 認證考試的。通過這些使用過產品的人的回饋，證明我們的 Testpdf 的產品是值得信賴的。

>> AP-213資料 <<

## 準確的 AP-213 資料和資格考試中的領先提供商 & 可信賴的 AP-213 題庫更新資訊

要想通過 Salesforce AP-213 認證考試，選擇相應的訓練工具是非常有必要的。而關於 Salesforce AP-213 認證考試的研究材料是很重要的一部分，我們的 Testpdf 能很好很快地提供關於通過 Salesforce AP-213 認證考試的研究材料。我們的 Testpdf 的 IT 專家都很有經驗，他們的研究材料和你考試的考題十分接近的，幾乎一模一樣。Testpdf 是一個專門為要參加認證考試的人提供便利的網站，能有效的幫助考生通過考試。

## 最新的 Accredited Professional AP-213 免費考試真題 (Q20-Q25):

### 問題 #20

Universal Containers (UC) uses Sales Agreements and wants to avoid bringing actual orders data into Manufacturing Cloud. However, UC wants to use the actual orders data for its sales agreements. Which Actuals Calculation mode in the Sales Agreement setup must be selected?

- A. Manually using API upload
- **B. Automatically from orders through contracts**
- C. Manually using Actual Orders API

答案: B

#### 解題說明:

To use the actual orders data for its sales agreements without bringing the data into Manufacturing Cloud, UC must select the Actuals Calculation mode as Automatically from orders through contracts in the Sales Agreement setup. This mode allows UC to calculate the actual quantities from the orders that are associated with the contracts linked to the sales agreements. A daily automated process derives and calculates the sales agreement actuals from the orders through contracts and updates the sales agreement records. This way, UC can avoid importing or syncing the actual orders data into Manufacturing Cloud and still use it for its sales agreements. References: Choose How Sales Agreement Actuals Are Calculated, How Are Sales Agreement Actuals Calculated?

Learn more

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#### 問題 #21

Which three permission set are available with Manufacturing Cloud?

- A. Manufacturing Price Book
- **B. Manufacturing Account Forecast**
- C. Manufacturing Sales Orders
- **D. Manufacturing Sales Agreements**
- **E. Manufacturing Account Manager Target**

答案: **B,D,E**

#### 問題 #22

Which three permission set are available with Manufacturing Cloud?

- A. Manufacturing Price Book
- **B. Manufacturing Account Forecast**
- C. Manufacturing Sales Orders
- **D. Manufacturing Sales Agreements**
- **E. Manufacturing Account Manager Target**

答案: **B,D,E**

#### 解題說明:

Manufacturing Cloud provides three permission sets related to Sales Agreements, Account Forecasting, and Account Manager Targets. These permission sets give users access to the features and data models that are specific to the manufacturing industry. The permission sets are:

**Manufacturing Account Forecast:** This permission set lets users track account forecasts for quantity and revenue metrics of products. Users can view and edit the Account Product Forecast and Account Product Period Forecast objects, as well as the related objects such as Account, Product, and Sales Agreement.

**Manufacturing Sales Agreements:** This permission set gives users access to sales agreements that work with orders, contracts, and more. Users can view and edit the Sales Agreement and Sales Agreement Line Item objects, as well as the related objects such as Account, Product, and Order.

**Manufacturing Account Manager Target:** This permission set gives users access to Account Manager Target features that include creating, assigning, and distributing targets. Users can view and edit the Account Manager Target and Account Manager Target Line Item objects, as well as the related objects such as Account, Product, and Sales Agreement.

Assign the Manufacturing Permission Sets to Users, Set Up Users and Permissions for Manufacturing Cloud

#### 問題 #23

In Tableau CRM for Manufacturing, which three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard then calculating actuals against account manager targets?

- A. Opportunity Owner
- **B. Account Owner**

- C. Custom Lookup Field for a user on Account.
- **D. Order Owner**
- E. Other User

答案： **B,D,E**

解題說明：

These three user types can be selected to receive credit for an order in the Tableau CRM configuration wizard when calculating actuals against account manager targets. The configuration wizard guides users through the creation of an app from the Analytics for Manufacturing template and allows them to customize the data and settings for the app. One of the settings is to choose who gets credit for the orders, which determines how the actual revenue is attributed to the account managers. The user can select one of the following options:

Account Owner: This option credits all orders to the account owner's actual revenue, regardless of who owns the order. This is useful when the account owner is responsible for the overall relationship and revenue of the account.

Order Owner: This option credits all orders to the order owner's actual revenue, regardless of who owns the account. This is useful when the order owner is responsible for the individual order and revenue of the order.

Other User: This option credits all orders to a custom user's actual revenue, based on a custom lookup field for a user on the account. This is useful when there is a different user, such as a sales engineer or a partner, who is responsible for the order and revenue of the order.

= Create and Share an App from the Analytics for Manufacturing Template, Salesforce Authentication - Tableau, The Configuration Wizard - Salesforce Developers

#### 問題 #24

An organization does not have Account Forecasting Model set up. Based on the analysis it has done, the organization has agreed to set up Account Forecasting from 1 Jan 2024 for a period of 18 months. The current period is Feb 2024.

Which values will need to be set up for the start period?

- **A. 0**
- B. 1
- C. 2
- D. 18
- E. 2

答案： **A**

解題說明：

The start period is the number of periods before or after the current period that the forecast generation starts from1.

To generate forecasts from a future period, a positive start period offset is required2.

Since the current period is Feb 2024 and the organization wants to start forecasting from Jan 2024, the start period offset is 2 (Jan 2024 is two periods before Feb 2024).

The other options are incorrect because they do not match the desired start period for the organization.

Configure Account Forecasts - Salesforce

Considerations for Advanced Account Forecasting - Salesforce

#### 問題 #25

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Salesforce的AP-213考試是IT行業之中既流行也非常重要的一個考試，我們準備了最優質的學習指南和最佳的線上服務，特為IT專業人士提供捷徑，Testpdf的Salesforce的AP-213考題涵蓋了所有你需要知道的考試內容和答案，如果你通過我們Testpdf的考題模擬，你就知道這才是你千方百計想得到的東西，並且認為這樣才真的是為考試做準備的

**AP-213題庫更新資訊:** <https://www.testpdf.net/AP-213.html>

而Testpdf網站的最新版的考古題就確保您通過此認證，AP-213題庫是由多位專業的資深講師研究而來，成就您的夢想，我們擁有超多十年的IT認證經驗，在我們的支援下，您可以順利的Salesforce AP-213考試，AP-213學習資料的問題有提供demo，可以免費下載試用，選擇購買我們的Salesforce AP-213認證考試題庫資料，我們將免費為你提供一年的更新，這意味著你總是得到最新的AP-213考試認證資料，只要考試目標有所變化，以及我們的學習材料有所變化，我們將在第一時間為你更新，Salesforce AP-213資料 我們專注于為世界各地的考生提供高質量的認證

