

Salesforce AP-213 Quiz - AP-213 Studienanleitung & AP-213 Trainingsmaterialien



P.S. Kostenlose 2026 Salesforce AP-213 Prüfungsfragen sind auf Google Drive freigegeben von DeutschPrüfung verfügbar:
<https://drive.google.com/open?id=1grCzCDV6KS7A5cJoHD5Gu4jBvmnYZELc>

Gehen Sie einen entscheidenden Schritt weiter. Mit der Salesforce AP-213 Zertifizierung erhalten Sie einen Nachweis Ihrer besonderen Qualifikationen und eine Anerkennung für Ihr technisches Fachwissen. Salesforce bietet eine Reihe verschiedener AP-213 Zertifizierungsprogramme für professionelle Benutzer an. Untersuchungen haben gezeigt, dass zertifizierte Fachleute häufig mehr verdienen als ihre Kollegen ohne Zertifizierung.

Die Salesforce AP-213 Zertifizierungsprüfung ist zur Zeit sehr beliebt bei den IT-Fachleuten. Durch die Salesforce AP-213 Zertifizierungsprüfung werden Ihre Lebens- und Arbeitsverhältnisse verbessert. Daneben wird Ihre Position in der IT-Branche gefestigt.

>> AP-213 Online Praxisprüfung <<

AP-213 Übungstest: Manufacturing Cloud Accredited Professional & AP-213 Braindumps Prüfung

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Salesforce Manufacturing Cloud Accredited Professional AP-213 Prüfungsfragen mit Lösungen (Q128-Q133):

128. Frage

In Salesforce Manufacturing Cloud, why is it important to validate the functionality against business process flows during implementation or system updates?

- A. To optimize and streamline the manufacturing operations by leveraging the full capabilities of Salesforce Manufacturing Cloud
- B. To improve user adoption and satisfaction by customizing the system to match the organization's unique business requirements
- C. To ensure that the system accurately supports and aligns with the specific manufacturing processes of the organization

Antwort: C

Begründung:

Validating the functionality against business process flows is a key step in the implementation or system update of Salesforce Manufacturing Cloud. It helps to ensure that the system meets the business requirements and expectations of the stakeholders, and that it can handle the various scenarios and use cases that may arise in the manufacturing industry. By validating the functionality, you can also identify and resolve any issues or gaps that may affect the system performance, usability, or security. Additionally, validating the functionality can help you to document and communicate the system changes and benefits to the end users and other parties involved in the project. References: Implementation Guide, System Updates

129. Frage

Which data load sequence should be followed when loading data into Sales agreement?

- A. Sales Agreement Product
- B. Sales Agreement
- C. Sales Agreement Product schedule

Antwort: A,B,C

Begründung:

n: A sales agreement is a contract between a manufacturer and a customer that specifies the terms and conditions of a long-term sales relationship. A sales agreement consists of a sales agreement record and one or more sales agreement products. A sales agreement product is a line item that represents a product or a product category that the customer agrees to purchase over a period of time. A sales agreement product schedule is a subcomponent of a sales agreement product that defines the quantity and revenue expectations for each time period within the sales agreement term. To load data into sales agreements, you must follow the correct data load sequence to ensure data integrity and avoid errors. The data load sequence is as follows:

First, load the sales agreement records, which contain the basic information about the sales agreement, such as name, account, start date, end date, status, and so on.

Second, load the sales agreement products, which are related to the sales agreement records by the Sales Agreement ID field. Each sales agreement product must have a valid product or product category, name, initial planned quantity, and price book entry.

Third, load the sales agreement product schedules, which are related to the sales agreement products by the Sales Agreement Product ID field. Each sales agreement product schedule must have a valid period, quantity, and revenue. References: Sales Agreement, Sales Agreement Product, Sales Agreement Product Schedule, Data Load Sequence for Manufacturing Cloud

130. Frage

Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer.

Each agreement contains Product A. Via manual API upload, a new order containing Product A comes in for the current quarter.

Which Sales Agreement will this new order be linked to?

- A. The Sales Agreement that was activated first will be linked to the order.
- B. The Sales Agreement that was activated last will be linked to the order.
- C. The Sales Agreement can only be linked manually to the order.
- D. The Sales Agreement that was selected by custom logic will be linked to the order.

Antwort: D

Begründung:

When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to. You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last. References:

Sales Agreements and Forecasting in Manufacturing Cloud

Set Up and Configure Sales Agreements

131. Frage

At universal containers some Manufacturing cloud users have 'Delete sales agreement' profile permission. Which two statements are correct about that permission and the entitled users ability to delete sales agreements?

- A. Only non-active sales agreements can be deleted
- **B. Sales agreements with any status can be deleted**
- C. Account owners will see the 'Delete' option on the sales agreements record header
- D. Only sales agreements with no associated products can be deleted
- **E. Only these user will see the 'Delete' option on the sales agreement record header**

Antwort: B,E

Begründung:

According to the Salesforce Manufacturing Cloud documentation, the 'Delete sales agreement' profile permission allows users to delete an active, approved, canceled, or expired sales agreement. However, they can only delete a sales agreement if it doesn't have any active orders associated with it. Only users with this permission will see the 'Delete' option on the sales agreement record header. Account owners or other users without this permission will not see the 'Delete' option. The status of the sales agreement does not affect the ability to delete it, as long as there are no active orders¹. References: 1: Delete a Sales Agreement - Salesforce

132. Frage

What is the maximum number of products a sales agreement can have?

- A. 0
- B. 1
- C. 2
- **D. 3**

Antwort: D

Begründung:

A sales agreement is a record that captures the terms and conditions of a long-term or run-rate business relationship between a manufacturer and a customer. It can include products, product categories, prices, volumes, schedules, and other details. A sales agreement can have a maximum of 1500 products or product categories and 72 schedules. Contact Salesforce support if you want to increase the limits. Note that having a large number of product or product categories and schedules can affect system performance¹. References: Considerations for Working with Manufacturing

133. Frage

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Ea ist Traum der Angestellten, sich in der IT-Branche engagieren zu können, die Salesforce AP-213 Zertifizierungsprüfung zu bestehen. Wenn Sie Ihren Traum verwirklichen wollen, brauchen Sie nur fachliche Ausbildung zu wählen. DeutschPrüfung ist eine fachliche Website, die Schulungsunterlagen zur Salesforce AP-213 Zertifizierung bietet. Wählen Sie DeutschPrüfung. Und wir versprechen, dass Sie den Erfolg erlangen und Ihren Traum verwirklichen, egal welches hohes Ziel Sie anstreben, können.

AP-213 Antworten: <https://www.deutschpruefung.com/AP-213-deutsch-pruefungsfragen.html>

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<https://drive.google.com/open?id=1grCzCDV6KS7A5cJoHD5Gu4jBvnnYZELe>