

# 100% Pass Quiz 2026 Salesforce AP-213: Manufacturing Cloud Accredited Professional–The Best Pdf Dumps



## Salesforce

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## Questions & Answers

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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q143-Q148):

### NEW QUESTION # 143

Which object is required to create a Sales agreement?

- A. Order
- B. Quote
- C. Contract
- **D. Account**
- E. B)

**Answer: D**

Explanation:

A sales agreement is a long-term agreement between a buyer and a seller to negotiate price and volume of products. To create a sales agreement in Salesforce Manufacturing Cloud, you need to have an account object that represents the buyer. The account object stores the information about the customer, such as name, address, contact, industry, and so on. You can also associate a contact object with the account to specify the person who is responsible for the sales agreement. Other objects that are related to the sales agreement are sales agreement product, sales agreement product schedule, sales agreement line item, and sales agreement forecast. References: SalesAgreement | Manufacturing Cloud Developer Guide | Salesforce Developers, Sales Agreements and Forecasting in Manufacturing Cloud | Salesforce Module, Convert Opportunity to Sales Agreements in Salesforce Manufacturing Cloud

### NEW QUESTION # 144

Which three conditions need to be fulfilled so that an order is included in the Actuals calculation process on a Sales Agreement?

- **A. The date in the Order Date field should be in the past.**
- B. The date in the Order Date field should be in the future.
- **C. The Sales Agreement field needs to be populated on the Order.**
- D. The order needs to have Category = Activated.
- **E. The order needs to have Status = Activated.**

**Answer: A,C,E**

Explanation:

<https://www.salesforce.com/products/manufacturing-cloud/overview/>

Actuals are the quantities of products that have been fulfilled or shipped to the customer as part of a sales agreement<sup>1</sup>.

Manufacturing Cloud calculates actuals based on orders that are associated with a sales agreement<sup>2</sup>. For an order to be included in the actuals calculation process, the following three conditions need to be fulfilled<sup>3</sup>:

The order needs to have Status = Activated. Only activated orders are considered for actuals calculation. Draft orders are not included.

The date in the Order Date field should be in the past. Only orders with a start date that is on or before the current date are considered for actuals calculation. Future orders are not included.

The Sales Agreement field needs to be populated on the order. Only orders that have a reference to a sales agreement record are considered for actuals calculation. Orders that are not linked to a sales agreement are not included.

[https://help.salesforce.com/s/articleView?id=sf.sa\\_admin\\_actualscalculat\\_task.htm&language=en\\_us&type=5](https://help.salesforce.com/s/articleView?id=sf.sa_admin_actualscalculat_task.htm&language=en_us&type=5)

### NEW QUESTION # 145

Universal Containers is deploying Manufacturing Cloud for the first time. Sales Agreements have been configured in a development sandbox, and now the Salesforce administrator is moving the changes to production. The deployment is failing, and the error indicates that the Sales Agreement object does not exist in the target environment.

What should the administrator check first to resolve the error and complete the deployment?

- A. Check that the organization-wide default for Sales Agreements is set to Public Read Write in the production org.
- B. Check that the organization wide default for Sales Agreements is set to Private in the production org.
- **C. Check that Sales Agreements are enabled in the production org.**

**Answer: C**

Explanation:

When facing a deployment error indicating that the Sales Agreement object does not exist in the target environment, the first step the administrator should take is to ensure that Sales Agreements are enabled in the production organization. This is a crucial prerequisite for deploying Sales Agreements-related changes and functionalities from a development sandbox to a production environment, as the absence of enabled Sales Agreements in the target environment can lead to deployment failures .

#### **NEW QUESTION # 146**

Universal Containers is using Sales Agreements and does not want to bring actual orders data into Salesforce.

However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which Actuals Calculation option in the Sales Agreement Setup must be selected?

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

**Answer: C**

Explanation:

you do not want to bring actual orders data into Salesforce, you can use the Actual Orders API to manually calculate the actual quantities for sales agreements. This option allows you to use external data sources to update the actuals in Salesforce without creating orders or contracts. You can also use the Actual Orders API to refresh the actuals calculations for sales agreements for current and future periods<sup>1</sup>. References: <sup>1</sup>: Refresh Actuals Calculation Action | Manufacturing Cloud Developer Guide | Salesforce Developers<sup>2</sup>

#### **NEW QUESTION # 147**

An Account Manager edits the account and market growth percentage values and triggers a forecast recalculation. When will these new values be used in forecasting the future periods?

- A. When the Account Manager is the Account owner.
- **B. When account and market growth percentages are used in the forecast formula.**
- C. When anew forecast is generated for the account.
- D. When the forecast is calculated for the first time.

**Answer: B**

Explanation:

Account and market growth percentages are values that account managers can enter to indicate the expected growth of their account and the market for their products in the upcoming period. These values are used in the forecast formula to calculate the forecast quantity and revenue for future periods. The new values are used in forecasting the future periods only when the account and market growth percentages are part of the forecast formula. If the forecast formula does not include these values, then editing them will not affect the forecast calculation. References: Create Accurate Account Forecasts, Configure Forecast Metrics and Formulas

#### **NEW QUESTION # 148**

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