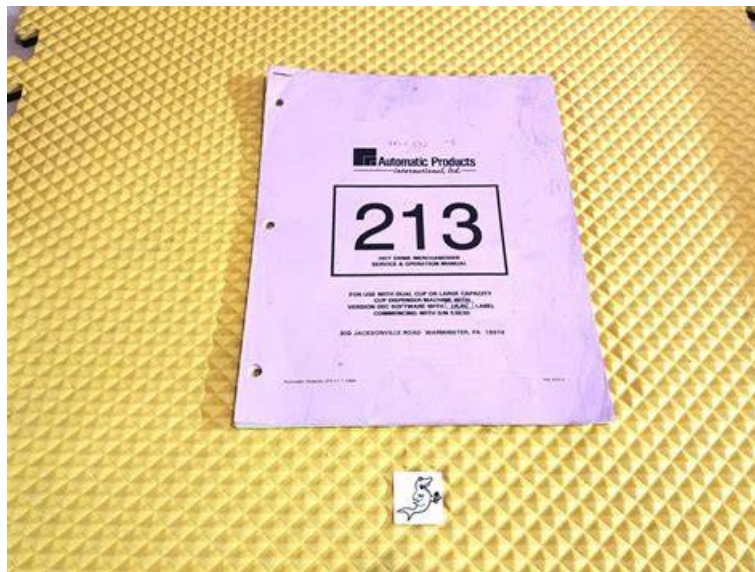


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## Salesforce AP-213 Exam Syllabus Topics:

| Section                      | Weight | Objectives                                                                                                                                                                                                                                                                                                                                                            |
|------------------------------|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic 1: Discovery           | 18%    | <ul style="list-style-type: none"><li>- Evaluate performance metrics and identify improvement areas</li><li>- Assess technical architecture, data governance and limitations</li><li>- Define rollout strategy and project scope</li><li>- Analyze existing business processes and workflows</li></ul>                                                                |
| Topic 2: Configure and Build | 38%    | <ul style="list-style-type: none"><li>- Set up users, permission sets and access controls</li><li>- Configure core features: Sales Agreements, Forecasting, Rebates</li><li>- Implement Manufacturing Intelligence and analytics</li><li>- Build integrations and data migration processes</li><li>- Configure service experience and partner collaboration</li></ul> |
| Topic 3: Design              | 28%    | <ul style="list-style-type: none"><li>- Design data models, integrations and security framework</li><li>- Perform gap analysis and define customization needs</li><li>- Create technical design documents and architecture plans</li><li>- Map business requirements to Manufacturing Cloud capabilities</li></ul>                                                    |
| Topic 4: Validate and Deploy | 16%    | <ul style="list-style-type: none"><li>- Perform system testing and performance validation</li><li>- Execute data validation and migration</li><li>- Support user acceptance testing (UAT)</li><li>- Deploy solutions and implement rollout plans</li></ul>                                                                                                            |

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## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q147-Q152):

### NEW QUESTION # 147

An administrator of an organization would like to configure out of the box available dashboards in Manufacturing Cloud:

- \_ Target Attainment
- \_ Tear Performance
- \_ Manufacturing Home Page
- \_ Key Account Manager Home

Which role of the organization are all of these dashboards fully suited to?

- **A. Head of Sales**
- B. Account Manager
- C. Security Personnel

**Answer: A**

### NEW QUESTION # 148

A consultant is with an organization that doesn't currently have Manufacturing Cloud, and its data lives inside an Enterprise Resource Planning (ERP) system. The organization would like to utilize Sales Agreements for Accounts. The Product Level for the sales agreements will be Product, and the Actuals Calculation Mode will be Automatically from Direct Orders. Historical data from the ERP system will be synchronized to Salesforce prior to activating Sales Agreements.

Which data items must a consultant consider when creating sales agreements from historical data for a Manufacturing Cloud solution?

- A. Accounts, Orders, Order Lines, Invoices
- B. Accounts, Orders, Order Lines, Opportunities
- **C. Accounts, Orders, Order Lines, Products**

**Answer: C**

Explanation:

To create sales agreements from historical data for a Manufacturing Cloud solution, a consultant must consider the following data items: Accounts, Orders, Order Lines, and Products. These are the core objects that are used to create and manage sales agreements in Manufacturing Cloud. Accounts represent the customers or partners that have sales agreements with the organization. Orders and Order Lines represent the actual sales transactions that are associated with the sales agreements. Products represent the items or services that are sold or purchased through the sales agreements. Invoices and Opportunities are not required for creating sales agreements from historical data, as they are not part of the sales agreement object model.

Invoices are used to track the billing and payment status of the orders, while Opportunities are used to track the potential sales deals that may or may not result in orders. References: Sales Agreement Object Model, Create a Sales Agreement, Sales Agreement Fields

### NEW QUESTION # 149

A manufacturing company makes parts designed to go into finished goods (like a cell phone). However, the company sells to distributors and contract manufacturers who make the phone for the phone brand company.

The manufacturing company is not the only approved supplier of the part.

Which feature of Manufacturing Cloud should the manufacturing company utilize to help with future opportunity planning?

- **A. Use Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.**
- B. Use Advanced Forecasting to set the plan by part for each of the phone brands and align orders by part number to the forecast with the orders.
- C. Use Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.

**Answer: A**

Explanation:

Program Based Business is a feature of Manufacturing Cloud that allows manufacturers to track and manage the demand from their end customers (such as phone brands) and compare it with the actual orders from their channel partners (such as distributors or contract manufacturers). This feature helps manufacturers to plan for future opportunities, optimize their inventory and production, and increase their market share. Program Based Business enables manufacturers to:

Create programs that represent the end customer demand for a specific product or product family over a period of time.

Associate sales agreements and orders with programs to track the actual performance against the program demand.

Use program analytics to monitor the program health, identify gaps and risks, and take corrective actions.

Use program forecasts to generate account forecasts based on the program demand and actuals. References: Program Based Business Overview, Create a Program, Associate Sales Agreements and Orders with Programs, Use Program Analytics, Use Program Forecasts.

#### NEW QUESTION # 150

Sales Management has decided that the Account Managers should be measured on a CSAT target. Which option describes the steps the Admin should take to meet this requirement?

- **A. Add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object**
- B. Add a picklist value 'CSAT' to the Measure field and add Measure Type = CSAT, on the Target object
- C. Add a picklist value on the Measure Type field with Label = CSAT and add Target Type = Other, on the Account Manager object
- D. Add a picklist value 'CSAT' to the Type Field and add Target Type = Other, on the Account Target object

**Answer: A**

Explanation:

The Account Manager Target object represents a target created by an account manager for a fiscal year, measure, and target value<sup>1</sup>. To measure the account managers on a CSAT target, the admin should add a picklist value on the Measure field with Label = CSAT and add Measure Type = Other, on the Account Manager Target object. This way, the account managers can create and assign targets for the CSAT measure to their direct reports<sup>2</sup>. The other options are incorrect because they either use the wrong object, field, or value for the CSAT target. References: Create and Assign Targets, Set Up and Configure Account Manager Targets, Discuss Salesforce Manufacturing-Cloud-Professional Exam Topic 1 Question 19, Manufacturing Cloud Developer Guide

#### NEW QUESTION # 151

Which three permission set are available with Manufacturing Cloud?

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

**Answer: A,B,E**

Explanation:

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.

## NEW QUESTION # 152

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