

# Correct AP-213 Pass Test Guide Offers Candidates Accurate Actual Salesforce Manufacturing Cloud Accredited Professional Exam Products



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Are you considering taking the Salesforce AP-213 exam? Passing this exam can be a challenge if you don't prepare with the right study material. PrepAwayExam provides accurate and authentic Salesforce AP-213 Exam Questions to help you prepare for the Manufacturing Cloud Accredited Professional. PrepAwayExam strives to provide quality information and a comfortable learning environment for Salesforce AP-213 Exam candidates. The study material is available in two formats: Salesforce AP-213 exam questions in pdf format and an online Salesforce AP-213 practice test engine. Both formats are designed to help you clear the Manufacturing Cloud Accredited Professional (AP-213) with ease.

## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q28-Q33):

### NEW QUESTION # 28

An Account Manager at Badger Power wants to renew their current Sales Agreement. When can the Sales Agreement renewal occur?

- A. Only when the renewal period starts.
- B. Only when the sales agreement regenerates.
- C. Only when the sales agreement recalculates.
- D. Only when the renewal period ends.
- E. Only when the new fiscal period starts.

**Answer: A**

Explanation:

Salesforce Manufacturing Cloud allows users to define the renewal period for sales agreements in their org.

The renewal period is the number of days before the end date of a sales agreement from when users can renew the agreement.

Users can renew a sales agreement only when the renewal period starts. The other options are not related to the renewal of sales agreements. References: Define Renewal Period for Sales Agreements

### NEW QUESTION # 29

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

**Answer: C**

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 # 30

When a target is changed in Account Manager Targets, which action must be taken to reflect this change to Account Manager assignment values?

- A. Recalculate Assignments
- B. Propagate to Assignments
- C. Update to Assignments
- D. No action required, changes are reflected automatically
- E. Refresh Assignments

**Answer: E**

Explanation:

Account Manager Targets is a feature in Manufacturing Cloud that allows businesses to set and track sales goals for their account managers based on product volume, revenue, or any other custom measure. Account managers can create, assign, and edit targets for their team members and monitor their performance against the targets. When a target is changed in Account Manager Targets,

the change is not reflected immediately in the assignment values of the team members. To see the updated assignment values, you must perform the Refresh Assignments action on the Assignments tab of the target record. This action recalculates the assignment values based on the new target value and distributes the target among the team members according to the assignment rules. The other actions are not valid for Account Manager Targets. References: Account Manager Targets in Manufacturing Cloud, Learn About Account Manager Targets, Enable Account Manager Targets, Assign an Account Manager Target

### NEW QUESTION # 31

Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit?

- A. Stepped
- B. Elapsed
- C. Specified
- D. Aggregate

**Answer: A**

Explanation:

n: A stepped calculation method calculates a benefit structure based on the quantity of units sold within a specified range. For example, if you sell 150 units, and the first 100 units earn \$0 per unit and the next 50 units earn \$10 per unit, the total benefit is \$500. This is different from the other calculation methods, which are:

Specified: Calculates a benefit structure based on a fixed amount or percentage for each unit sold.

Elapsed: Calculates a benefit structure based on the time elapsed since the start of the sales agreement.

Aggregate: Calculates a benefit structure based on the total quantity of units sold across all products in the sales agreement.

References: What Is Manufacturing Cloud?, [Create a Benefit Structure for Sales Agreements]

### NEW QUESTION # 32

What is the maximum number of sales Agreement that can be activated for the same period, containing the same Products and linked to the same Account?

- A. No defined limit
- B. 0
- C. 1
- D. 2
- E. 3

**Answer: A**

Explanation:

According to Salesforce Manufacturing Cloud documentation, there is no defined limit on the number of sales agreements that can be activated for the same period, containing the same products, and linked to the same account. However, it is recommended to use sales agreements judiciously and avoid creating duplicate or overlapping agreements that could cause confusion or errors in forecasting and reporting. Sales agreements are meant to capture the negotiated terms and conditions of the run-rate business with customers and partners, and they should reflect the actual demand and order realization data. References: Sales Agreements, Frequently Asked Questions for product keys. | Microsoft Learn, Salesforce Manufacturing Cloud Certification Flashcards | Quizlet.

### NEW QUESTION # 33

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