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Salesforce AP-213 Exam Syllabus Topics:

Section	Weight	Objectives
Topic 1: Account-Based Forecasting	20%	- Configure Forecast Trending - Set up forecast sharing and visibility - Manage demand forecasts at account level - Understand forecast adjustment workflows
Topic 2: Administration and Configuration	20%	- Manage users and roles in Manufacturing Cloud - Customize page layouts and record types - Implement security settings - Set up territory management - Configure product and asset management

Topic 3: Predictable Service Management	20%	- Manage service levels and milestones - Implement service case automation - Track service performance metrics - Configure service entitlements and contracts
Topic 4: Manufacturing Cloud Overview	10%	- Understand use cases for manufacturing organizations - Identify key capabilities and features - Describe Manufacturing Cloud value proposition
Topic 5: Einstein Activity Capture for Manufacturing	15%	- Configure Einstein Activity Capture - Manage connected calendars - Synchronize emails and events - Understand data privacy considerations
Topic 6: Reports and Dashboards	15%	- Configure report sharing and subscriptions - Build executive dashboards - Create and customize Manufacturing Cloud reports - Use analytics for decision making

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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q74-Q79):

NEW QUESTION # 74

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

Answer: B

Explanation:

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

NEW QUESTION # 75

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 account and market growth percentages are used in the forecast formula.**
- B. When the forecast is calculated for the first time.

- C. When the Account Manager is the Account owner.
- D. When a new forecast is generated for the account.

Answer: A

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 # 76

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

Answer: B,D

Explanation:

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

NEW QUESTION # 77

Universal Containers (UC) is preparing to roll out its new Manufacturing Cloud. UC has asked a group of end users to conduct preliminary testing. A group of 12 users is conducting testing and must give the go-ahead to deploy all settings to the production environment.

Which items are necessary to conduct proper testing?

- **A. Process scripts; Sandbox access; Communication guidelines**
- B. Sandbox access; Test data; Process scripts
- C. Profile configuration; Process scripts; User permissions

Answer: A

Explanation:

To conduct proper testing of Manufacturing Cloud, the end users need the following items:

Sandbox access: A sandbox is a copy of the production environment that allows users to test changes and features without affecting the live data. Manufacturing Cloud offers different types of sandboxes for different testing purposes, such as learning, pre-release, and base¹².

Test data: Test data is a set of realistic and representative data that is used to simulate the actual business scenarios and workflows in Manufacturing Cloud. Test data can be created manually, imported from external sources, or copied from the production environment³⁴.

Process scripts: Process scripts are step-by-step instructions that guide the users through the testing scenarios and expected outcomes. Process scripts help to ensure that the testing is consistent, comprehensive, and aligned with the business requirements .
References: Create a Manufacturing Cloud Trial Org, Try Manufacturing Cloud for Free, Create Test Data for Your Full Sandbox, Import Data into Your Org, [Create a Test Plan for Your Salesforce Implementation], [Test Your Salesforce Implementation].

NEW QUESTION # 78

Which two options are recommended to collaborate with channel partners in Manufacturing Cloud?

- A. Manufacturing Cloud license for external users
- **B. External Apps**
- **C. Experience Cloud**
- D. Visualforce pages
- E. Lightning Classic Apps

Answer: B,C

Explanation:

To collaborate with channel partners in Manufacturing Cloud, it is recommended to use external apps and Experience Cloud. External apps are applications that run outside of Salesforce but can integrate with Salesforce data and functionality. They can provide custom solutions for specific business needs and extend the capabilities of Manufacturing Cloud. For example, external apps can enable partners to access inventory levels, order status, product catalogs, and pricing information from Salesforce. Experience Cloud, formerly known as Community Cloud, is a platform that allows you to create branded digital experiences for your customers, partners, and employees. It can help you engage with your channel partners and provide them with self-service tools, collaboration features, and personalized content. For example, Experience Cloud can enable partners to view and update sales agreements, account forecasts, rebates, and targets from Salesforce. It can also help you train and onboard your partners, monitor their performance, and reward them for their achievements. References: Engage with Your Partners, Re-Imagining Partner Relationships with Manufacturing Cloud, Manufacturing Cloud

NEW QUESTION # 79

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