

Quiz 2026 Salesforce AP-213: Useful Manufacturing Cloud Accredited Professional Latest Exam Guide



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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q38-Q43):

NEW QUESTION # 38

Which three actions are available when using the Mass Update function to update multiple values of a single metric of a Sales Agreement in the Sales Agreement Terms tab?

- A. Decrease By
- B. Increase By
- C. Multiply By
- D. Update With

- E. Replace With

Answer: A,B,E

Explanation:

The Mass Update function allows you to update multiple values of a single metric of a sales agreement in the Sales Agreement Terms tab. You can use this function to quickly adjust the planned quantity, revenue, or margin of multiple products and periods with a single action. The available actions are Decrease By, Increase By, and Replace With. These actions let you specify a percentage or an absolute value to decrease, increase, or replace the existing values. For example, you can use the Decrease By action to reduce the planned quantity of all products by 10% for the next quarter. You can also add a note to explain the reason for the mass update. References: Mass Update Sales Agreement Action, Update Multiple Values of Sales Agreements

NEW QUESTION # 39

The warranty administrators on the global warranty team at Universal Containers (UC) want to specify the parts and labor codes covered under warranty for UC's products.

Which object should help the administrators achieve this?

- A. Product Warranty Terms related list under Warranty Terms
- B. Warranty Terms.
- C. Warranty Term Coverages related list under Warranty Terms.

Answer: C

NEW QUESTION # 40

Which three permission set are available with Manufacturing Cloud?

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

Answer: B,C,D

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.

Assign the Manufacturing Permission Sets to Users, Set Up Users and Permissions for Manufacturing Cloud

NEW QUESTION # 41

Customer service reps would like to set up end-to-end service processes to manage the entire service operation lifecycle.

Which tool should the consultant use to set up these processes?

- A. Manufacturing Cloud Studio
- B. Service Automation Studio
- C. Service Process Studio.

Answer: C

NEW QUESTION # 42

Which two statements are accurate when embedding the Manufacturing agreement Performance and Manufacturing Product Performance dashboards in lightning page?

- A. Can embed in any manufacturing cloud page layout
- B. Must set Component height to 120
- C. Can embed in sales agreement page layout only
- D. No filter required.

Answer: A,B

Explanation:

When embedding the Manufacturing Agreement Performance and Manufacturing Product Performance dashboards in a lightning page, it is recommended to set the dashboard's height to 120 pixels to ensure optimal display. Additionally, these dashboards can be embedded on any manufacturing cloud page layout without the need for setting up filters, offering flexibility in dashboard placement and enhancing user accessibility to critical performance data across various manufacturing cloud components .

NEW QUESTION # 43

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