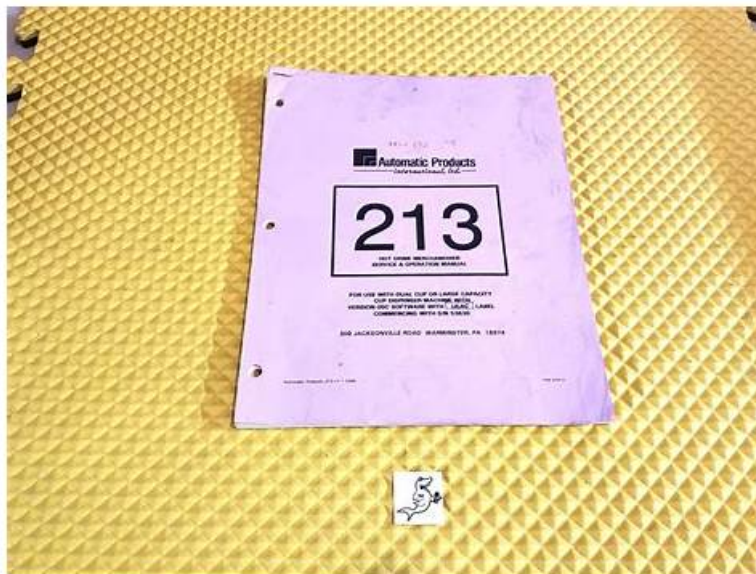


AP-213題庫資料 - AP-213熱門認證



P.S. Fast2test在Google Drive上分享了免費的、最新的AP-213考試題庫：https://drive.google.com/open?id=1MCqxN0pC9oR9h7Yvn6JS4K2kr82VPKj_

Fast2test 的 AP-213 考古題包括了PDF電子檔和軟體考題形式，全新的收錄了Salesforce 認證考試的所有試題，並根據真實的考題變化而不斷變化，參考考試指南編訂，而且適合全球考生適用。該 AP-213 考古題是考試原題的完美組合，覆蓋率95%以上，答案由多位專業資深講師原版破解得出，正確率100%。你還可以點擊我們網站下載 AP-213 考古題的demo，你會明白這才是你想要的。

Salesforce AP-213 Exam Syllabus Topics:

Section	Weight	Objectives
Design	28%	- Map business requirements to Manufacturing Cloud capabilities
		- Perform gap analysis and define customization needs
Discovery	18%	- Design data models, integrations and security framework
		- Create technical design documents and architecture plans
Validate and Deploy	16%	- Evaluate performance metrics and identify improvement areas
		- Analyze existing business processes and workflows
Configure and Build	38%	- Assess technical architecture, data governance and limitations
		- Define rollout strategy and project scope
		- Execute data validation and migration
		- Perform system testing and performance validation
		- Support user acceptance testing (UAT)
		- Deploy solutions and implement rollout plans
		- Build integrations and data migration processes
		- Configure core features: Sales Agreements, Forecasting, Rebates
		- Implement Manufacturing Intelligence and analytics
		- Configure service experience and partner collaboration
		- Set up users, permission sets and access controls

>> AP-213題庫資料 <<

有用的AP-213題庫資料 |高通過率的考試材料|100%合格率的AP-213: Manufacturing Cloud Accredited Professional

我們的Salesforce AP-213題庫是由專業的IT團隊以最好的技術水準制作而得到的學習資料，其中整合最新的AP-213

考試問題得到而來，以確保您購買我們的題庫資料是真實有效的，即使是新手也可以快速輕鬆獲得Salesforce AP-213認證。對於如此有效的考古題，趕快加入購物車吧！付款之后您就可以立即下載所購買的AP-213題庫，這將會讓您在您的考試中獲得高分，並順利的通過AP-213考試。

最新的 Accredited Professional AP-213 免費考試真題 (Q80-Q85):

問題 #80

If the team member hierarchy type is changed in account manager targets, which statement is accurate?

- A. All the existing targets turn to draft status
- B. All the existing targets have to be reapproved based on the new hierarchy
- C. No change to existing targets
- **D. All the existing targets become read only**

答案: D

解題說明:

Account manager targets are long-term goals that account managers set for themselves and their team members. They can be based on revenue, volume, margin, or any other metric that is relevant for the business.

The team member hierarchy type determines the users that account managers can assign targets to. It can be either the manager hierarchy or the forecasts hierarchy, which are defined in the Roles and Forecasts Hierarchy pages in Setup, respectively. If the team member hierarchy type is changed in account manager targets, all the existing targets are made read-only, as a warning message indicates. This is to prevent any inconsistency or confusion in the target assignments and approvals. To edit the existing targets, account managers have to clone them and make the necessary changes. References: Choose Team Member Hierarchy for Account Manager Targets, Set Up and Configure Account Manager Targets, Set Up Targets for Account Managers Unit | Salesforce Trailhead, Assign an Account Manager Target

問題 #81

The warranty claim adjudicators on Universal Containers' global warranty team need visibility to all the claim-related data on a single page. This includes information on whether the asset is covered under warranty and a detailed breakup in terms of replaced parts and labor costs.

Which of the following permission set licenses do the claims adjudicators need for this?

- A. Service Console for Manufacturing and Warranty Lifecycle Management Psl
- **B. Warranty Lifecycle Management Psl and Claims Management Foundation**
- C. Industry Service Excellence and Warranty Lifecycle Management Psl

答案: B

問題 #82

Universal Containers (UC) currently uses Sales Agreements to track its annual plans with customers but is working with a consultant to set up Advanced Account Forecasting.

UC stores shipped/invoiced order data in a child-custom object related to the standard Order object. UC has two primary requirements:

- 1) To see its forecast by Product Code and Product Category
- 2) To see actual order data broken out into three metrics: Quantity Ordered but still Open, Quantity Ordered but Shipped, and Quantity Invoiced How should a consultant set up Advanced Account Forecasting to fulfill these requirements successfully?

- **A. On the Forecast Fact - Configure two new custom dimension fields (product code and product category) and three new custom metric fields (ordered quantity, shipped quantity, and invoiced quantity). Modify the OOTB DPE templates to incorporate the new dimensions and aggregate the data according to the new metrics.**
- B. On the Forecast Fact - Configure three new custom metric fields (ordered quantity, shipped quantity, and invoiced quantity). Modify the OOTB DPE templates to aggregate just the new metrics; the new dimension will be automatically incorporated from the product.
- C. On the Forecast Fact - Configure two custom dimension fields (product code and product category) and two new custom metric fields (shipped quantity and invoiced quantity). Modify the Out of the Box (OOTB) Data Processing Engine (DPE) templates to incorporate the new dimensions; the new metric aggregation will be automatic.

答案: A

問題 #83

Universal Containers (UC) has implemented Sales Cloud and Service Cloud in seven countries in EMEA for about 100 users. UC has successfully tested and signed off on additional Sales Agreements functionality. In order to have control over the rollout and monitor the adoption, UC wants to roll out in a phased manner, country by country. UC follows a single-org strategy. How should a consultant enable this rollout scenario?

- A. Deploy the new functionality and assign the permission set to the designated users.
- B. Deploy the new functionality and assign the Manufacturing licenses to all of the users.
- C. Deploy the new functionality and make the Sales Agreements tab visible for the designated users.

答案： A

解題說明：

n: To enable a phased rollout of the Sales Agreements functionality, a consultant should deploy the new functionality and assign the permission set to the designated users. The permission set grants access to the Sales Agreements object and related actions, such as creating, editing, approving, and activating sales agreements. By assigning the permission set to the designated users, the consultant can control who can use the new functionality and monitor the adoption. The consultant does not need to make the Sales Agreements tab visible for the designated users, as the tab is automatically visible once the permission set is assigned. The consultant also does not need to assign the Manufacturing licenses to all of the users, as the licenses are only required for users who need access to the Manufacturing Cloud features, such as account forecasting and data processing engine. References: Get Started with Manufacturing Cloud for Sales, Assign the Manufacturing Permission Sets to Users

問題 #84

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

答案： E

解題說明：

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

問題 #85

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你可以先在網上免費下載Fast2test提供的關於Salesforce AP-213 認證考試的部分考試練習題和答案，作為嘗試來檢驗我們的品質。只要你選擇購買Fast2test的產品，Fast2test就會盡全力幫助你一次性通過Salesforce AP-213 認證考試。

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