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## New AP-213 Exam Pdf, AP-213 Test Questions Fee

With the rapid development of the world economy and frequent contacts between different countries, the talent competition is increasing day by day, and the employment pressure is also increasing day by day. If you want to get a better job and relieve your employment pressure, it is essential for you to get the AP-213 Certification. However, due to the severe employment situation, more and more people have been crazy for passing the AP-213 exam by taking examinations, the exam has also been more and more difficult to pass.

## Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q141-Q146):

### NEW QUESTION # 141

Universal Containers just launched 100 new products to be used in Salesforce Sales Agreements. How should the products be set up in order for them to appear in sales agreements?

- A. All active products automatically appear in sales agreements.
- **B. Products must be marked as active and added to the standard price book.**
- C. All products with active standard price book entries can be added to sales agreements.

**Answer: B**

Explanation:

To ensure that the 100 new products appear in sales agreements, they must be marked as active and added to the standard price book. This is necessary for managing products and categories within a sales agreement and allows for the addition of new product lines or categories to activated sales agreements.

### NEW QUESTION # 142

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

**Answer: C**

Explanation:

The start period is the number of periods before or after the current period that the forecast generation starts from<sup>1</sup>.

To generate forecasts from a future period, a positive start period offset is required<sup>2</sup>.

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 # 143

Universal Containers is using Sales Agreements and does not want to bring actual orders data into Salesforce.

However, they want to use the actual orders data to analyze the effectiveness of their sales agreements. Which Actuals Calculation option in the Sales Agreement Setup must be selected?

- **A. Manually using Actual Orders API**
- B. Automatically from orders through contracts
- C. Manually using API upload
- D. Automatically from direct orders.

**Answer: A**

Explanation:

you do not want to bring actual orders data into Salesforce, you can use the Actual Orders API to manually calculate the actual quantities for sales agreements. This option allows you to use external data sources to update the actuals in Salesforce without creating orders or contracts. You can also use the Actual Orders API to refresh the actuals calculations for sales agreements for current and future periods<sup>1</sup>. References: <sup>1</sup>: Refresh Actuals Calculation Action | Manufacturing Cloud Developer Guide | Salesforce Developers<sup>2</sup>

### NEW QUESTION # 144

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 Sales Agreements with distributors to manage commits on products and align orders by part number to the forecast with the orders.
- 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 Program Based Business to maintain phone brand demand and leverage actuals against different distributors or contract manufacturers.**

**Answer: C**

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 # 145

Which insights does a user get from Order Forecasting for Manufacturing CRMA app?

- A. Forecasted value only for the next 3 months
- **B. Forecasted value, range of forecasts, and accuracy**
- C. Forecasted value only for the specified time period

**Answer: B**

#### NEW QUESTION # 146

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

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