

HOT AP-213 Official Study Guide - The Best Salesforce Manufacturing Cloud Accredited Professional - Frenquent AP-213 Update

5 Key Considerations When Implementing Salesforce Manufacturing Cloud



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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q31-Q36):

NEW QUESTION # 31

An administrator of an organization would like to configure out of the box available dashboards in Manufacturing Cloud:

- ☐ Target Attainment
- ☐ Team Performance
- ☐ Manufacturing Home Page
- ☐ Key Account Manager Home

Which role of the organization are all of these dashboards fully suited to?

- A. Account Manager
- B. Security Personnel
- C. Head of Sales

Answer: C

NEW QUESTION # 32

The Salesforce administrator at a small manufacturer of fasteners for the automobile industry is configuring Manufacturing Cloud. The sales operations manager wants accurate data so they can compare projected parts sales to actual orders. The manufacturer currently manages orders and contracts in an external system (SAP).

Which actuals calculation option should the administrator select to achieve the manager's request?

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

Answer: A

Explanation:

For a manufacturer managing orders and contracts in an external system like SAP, the administrator should select the option to manually use API upload. This allows for the bulk upload of updated quantities at regular intervals through integration, which the Salesforce org picks up during a daily scheduled job to update sales agreements.

NEW QUESTION # 33

A consultant is with an organization that doesn't currently have Manufacturing Cloud, and its data lives inside an Enterprise Resource Planning (ERP) system. The organization would like to utilize Sales Agreements for Accounts. The Product Level for the sales agreements will be Product, and the Actuals Calculation Mode will be Automatically from Direct Orders. Historical data from the ERP system will be synchronized to Salesforce prior to activating Sales Agreements.

Which data items must a consultant consider when creating sales agreements from historical data for a Manufacturing Cloud solution?

- A. Accounts, Orders, Order Lines, Opportunities
- B. Accounts, Orders, Order Lines, Invoices
- **C. Accounts, Orders, Order Lines, Products**

Answer: C

Explanation:

To create sales agreements from historical data for a Manufacturing Cloud solution, a consultant must consider the following data items: Accounts, Orders, Order Lines, and Products. These are the core objects that are used to create and manage sales agreements in Manufacturing Cloud. Accounts represent the customers or partners that have sales agreements with the organization. Orders and Order Lines represent the actual sales transactions that are associated with the sales agreements. Products represent the items or services that are sold or purchased through the sales agreements. Invoices and Opportunities are not required for creating sales agreements from historical data, as they are not part of the sales agreement object model.

Invoices are used to track the billing and payment status of the orders, while Opportunities are used to track the potential sales deals that may or may not result in orders. References: Sales Agreement Object Model, Create a Sales Agreement, Sales Agreement Fields

NEW QUESTION # 34

Which two permission sets will allow an Admin to set up Tableau CRM for Manufacturing?

- **A. Manufacturing Analytics Admin**
- **B. Manufacturing Einstein Admin**
- C. Einstein Analytics Plus User
- D. Manage Analytics
- E. Tableau CRM Plus Admin

Answer: A,B

Explanation:

To set up Tableau CRM for Manufacturing, an Admin needs to have the Manufacturing Einstein Admin permission set and the Manufacturing Analytics Admin permission set. The Manufacturing Einstein Admin permission set grants access to the Manufacturing Einstein features, such as Account Forecasting and Account Manager Targets. The Manufacturing Analytics Admin permission set grants access to the Manufacturing Analytics app and its dashboards, such as Sales Agreement Performance and Account Health1. The other permission sets are not specific to Manufacturing Cloud and do not provide the necessary access to set up Tableau CRM.

for Manufacturing. References: 1: Set Up Users and Permissions for Manufacturing Cloud2

NEW QUESTION # 35

During the discovery phase, sales leadership at Universal Containers says that their run rate business is hard to forecast because their customer constantly orders more or fewer engine control units than contractually agreed upon. Which Manufacturing Cloud capability should a consultant recommend for managers to discuss these variances with sales reps and for sales reps to monitor their customers?

- A. Set up the CRM Analytics template app and leverage embedded dashboards for forecast deviation on the Account page.
- B. Use a formula field on the Sales Agreement Product Schedule object to calculate the forecast deviation.
- C. Leverage a Data Processing Engine (DPE) job to calculate the forecast deviation.

Answer: A

NEW QUESTION # 36

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