

# **2026 Realistic AP-213 Test Labs - Training Manufacturing Cloud Accredited Professional Material Pass Guaranteed**



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## **Salesforce - Useful AP-213 - Manufacturing Cloud Accredited Professional Test Labs**

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## **Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q37-Q42):**

**NEW QUESTION # 37**

A customer is concerned about whether data for accounts, contacts, and products should be managed in Salesforce exclusively. What should a consultant recommend?

- A. Accounts, contacts, and products are in Salesforce; the lifecycle of these are codependent with other systems like Enterprise Resource Planning (ERP) and Product Lifecycle Management (PLM).
- B. Salesforce is the source of truth for accounts, contacts, and products and is exclusively mastered there.
- C. The ERP is the source of truth for accounts, contacts, and products. Salesforce will consume the data as read-only.

**Answer: A**

#### **NEW QUESTION # 38**

Universal Containers is experiencing an increase in manual errors with its repetitive business processes.

Which tool(s) within Manufacturing Cloud should the consultant recommend to help mitigate errors by leveraging automation?

- A. Workflow Rules and Process Builder
- B. Flow for Manufacturing
- C. Process Builder and Flow Builder

**Answer: C**

Explanation:

To mitigate manual errors in repetitive business processes at Universal Containers, the consultant should recommend leveraging Process Builder and Flow Builder within Manufacturing Cloud. These automation tools allow for the design and implementation of customized workflows and processes that can significantly reduce the likelihood of manual errors, thereby enhancing efficiency and accuracy in the organization's operations.

#### **NEW QUESTION # 39**

What is the maximum number of sales Agreement that can be activated for the same period, containing the same Products and linked to the same Account?

- A. 0
- B. 1
- C. No defined limit
- D. 2
- E. 3

**Answer: C**

Explanation:

According to Salesforce Manufacturing Cloud documentation, there is no defined limit on the number of sales agreements that can be activated for the same period, containing the same products, and linked to the same account. However, it is recommended to use sales agreements judiciously and avoid creating duplicate or overlapping agreements that could cause confusion or errors in forecasting and reporting. Sales agreements are meant to capture the negotiated terms and conditions of the run-rate business with customers and partners, and they should reflect the actual demand and order realization data. References: Sales Agreements, Frequently Asked Questions for product keys. | Microsoft Learn, Salesforce Manufacturing Cloud Certification Flashcards | Quizlet.

#### **NEW QUESTION # 40**

Which three options can be defined by an Admin in the Setup area in Account Manager Targets?

- A. Price Book
- B. Target Measure Type
- C. Distribution Frequency
- D. Team Member Hierarchy
- E. Default Currency

**Answer: B,C,D**

Explanation:

Account Manager Targets is a feature of Manufacturing Cloud that allows you to set up and manage sales goals and track performance for your account managers and their teams. To use this feature, you need to enable it in Setup and define some settings that affect how targets are created, assigned, and distributed. The three options that can be defined by an admin in the Setup area in Account Manager Targets are:

**Target Measure Type:** This is the unit of measurement for the targets, such as revenue, volume, or any custom measure. You can define up to three target measure types for your org and assign them to different target types. For example, you can have a target type for revenue and another one for volume, and use different target measure types for each one.

**Team Member Hierarchy:** This is the hierarchy that determines how targets are rolled up from individual account managers to their managers and so on. You can use the standard User Role hierarchy or a custom hierarchy based on a custom object. The hierarchy affects how targets are distributed, aggregated, and reported.

**Distribution Frequency:** This is the frequency at which targets are distributed from parent targets to child targets. You can choose from monthly, quarterly, or yearly distribution. The distribution frequency affects how targets are calculated and displayed for different time periods.

Account Manager Targets in Manufacturing Cloud | Salesforce Trailhead Module, Enable Account Manager Targets - Salesforce, Define Account Forecast Settings Unit | Salesforce Trailhead Module

#### **NEW QUESTION # 41**

A manufacturing cloud user is in the process of adding products to an order that is on active sales agreement. Which status the order be in, to make the addition

- A. Pending
- B. Approved
- C. Draft
- D. Active

#### **Answer: C**

Explanation:

o add products to an order that is on an active sales agreement, the order must be in Draft status. Once an order is in Draft status, you can add products from the sales agreement or from the product catalog. You can also edit the order details, such as quantity, price, and discount. After you add the products, you can submit the order for approval. The order status changes to Pending, and the order is locked for editing. The order must be approved before it can be activated. Once the order is activated, the order status changes to Active, and the order is synced with the sales agreement. The order actuals are reflected in the sales agreement actuals.

References: Approve and Activate a Sales Agreement, Get Started with Salesforce Order Management

#### **NEW QUESTION # 42**

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