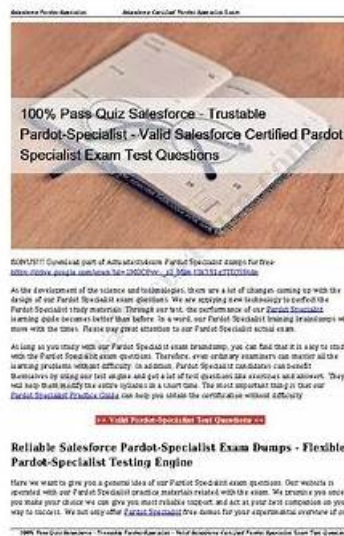# 100% Pass Quiz Salesforce - AP-213 Perfect Real Dumps

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Salesforce Manufacturing Cloud Accredited Professional Sample Questions (Q73-Q78):

NEW QUESTION # 73
Which Calculation Method can calculate a benefit structure on a total quantity of 150 units, where the first
100 units earn $0 per unit and the next 50 units earn $10 per unit?

- A. Specified
- B. Stepped
- C. Elapsed
- D. Aggregate

Answer: B

Explanation:
n: A stepped calculation method calculates a benefit structure based on the quantity of units sold within a specified range. For example, if you sell 150 units, and the first 100 units earn $0 per unit and the next 50 units earn $10 per unit, the total benefit is $500. This is different from the other calculation methods, which are:
Specified: Calculates a benefit structure based on a fixed amount or percentage for each unit sold.
Elapsed: Calculates a benefit structure based on the time elapsed since the start of the sales agreement.
Aggregate: Calculates a benefit structure based on the total quantity of units sold across all products in the sales agreement.
References: What Is Manufacturing Cloud?, [Create a Benefit Structure for Sales Agreements]

NEW QUESTION # 74
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 # 75
When loading data into Salesforce Manufacturing Cloud, following a specific order of operations is crucial to ensure data integrity and avoid errors.
Which option represents the correct order of operations for loading data into Manufacturing Cloud?

- A. Load Accounts, Contacts, and Products first, followed by Sales Agreements and, finally, Orders.
- B. Load Products, Accounts, and Contacts first, followed by Orders and, finally, Sales Agreements.
- C. Load Accounts. Sales Agreements, and Orders first followed by Contacts and, finally. Products.

Answer: A

Explanation:

To load data into Manufacturing Cloud, you need to follow a specific order of operations to ensure data integrity and avoid errors1. The order of operations is based on the dependencies and relationships between the objects in Manufacturing Cloud1.

The recommended order of operations is as follows1:

Load Accounts, Contacts, and Products first, as they are the base objects that other objects depend on.

Load Sales Agreements next, as they reference Accounts, Contacts, and Products, and are used to track run- rate or long-term negotiated business.

Load Orders last, as they reference Sales Agreements, Accounts, Contacts, and Products, and are used to track actual business transactions.

The other options are incorrect because they do not follow the recommended order of operations and may cause data integrity issues or errors.

Load Data into Manufacturing Cloud - Salesforce

NEW QUESTION # 76

Badger Power wants to have a complete picture of both their run-rate and net-new business.
Which two Manufacturing Cloud functions should be configured?

- A. Account Based Forecasting
- B. Sales Agreements
- C. Product Forecast
- D. Collaborative Forecast
- E. Opportunity Funnel

Answer: A,B

Explanation:
Account Based Forecasting and Sales Agreements are two Manufacturing Cloud functions that should be configured to have a complete picture of both run-rate and net-new business. Account Based Forecasting allows you to forecast your sales revenue based on the account level, rather than the opportunity level. This gives you more visibility into the demand from your existing customers, as well as the potential from new customers. Sales Agreements allow you to manage the sales lifecycle of your long-term contracts with customers, including pricing, volumes, and order realization. This helps you to track and fulfill your run-rate business, as well as to identify and capture new business opportunities within your agreements. References: Forecast Your Run-Rate and New Business with Account-Based Forecasting - Salesforce Help, [Create and Work with Sales Agreements - Salesforce Help]

NEW QUESTION # 77

A regional sales manager for Universal Containers would like to forecast at the product hierarchy level.
How should the system administrator set up Advanced Account Forecasting?

- A. Create a flow to modify the Advanced Account Forecasting to support the product hierarchy.
- B. Configure the forecast context field from Account Id to Product Category.
- C. Configure the forecast set on the Advanced Account Forecasting Setup page.

Answer: A

Explanation:
To forecast at the product hierarchy level, the system administrator needs to create a flow that modifies the Advanced Account Forecasting to include the product category as a custom dimension. The product category is a field on the product object that defines the hierarchy of products. By adding the product category as a custom dimension, the system administrator can enable the regional sales manager to view and adjust forecasts based on different product categories. The flow should use the Data Processing Engine to aggregate data from orders, opportunities, sales agreements, and other custom objects by product category, and then use the Calculate Advanced Account Forecast and Update Advanced Account Forecast Set Partner invocable actions to generate the forecasts. The flow should also assign the appropriate forecast set to the regional sales manager based on their role and region. References: Create Holistic Forecasts with Advanced Account Forecasting, Example: Generate Forecasts Across Multiple Regions with Advanced Account Forecasting, Calculate Account Forecasts Using Flows

NEW QUESTION # 78

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