Vendor: Salesforce

Exam Code: AP-213

Exam Name: Salesforce Manufacturing Cloud Accredited Professional

Version: DEMO

QUESTION 1
Which two licenses are needed to access the Rebate analytics functionality in Tableau CRM for Manufacturing?

A. Manufacturing Analytics Plus
B. Einstein Analytics Plus
C. Analytics Plus
D. Rebates Management Add on

Answer: AD
Explanation:
To access the Rebate analytics functionality in Tableau CRM for Manufacturing, you need two licenses: Manufacturing Analytics Plus and Rebates Management Add on. Manufacturing Analytics Plus is a license that enables you to use the Analytics for Manufacturing app, which provides out-of-the-box dashboards and reports for sales agreements, forecasts, targets, and rebates. Rebates Management Add on is a license that enables you to use the Rebate Management feature, which allows you to create and manage custom rebate programs, automate payouts, and review processes. Together, these licenses allow you to perform what-if analysis, monitor program performance, and collaborate with channel partners using Tableau CRM for Manufacturing.

QUESTION 2
Which three actions on the Forecast settings page will trigger the regeneration of all the eligible accounts that satisfy the forecast generation criteria?

A. Update the forecast start period
B. Update the forecast adjustment period
C. Update the forecast formula
D. Update the forecast frequency
E. Update the forecast display duration

Answer: ABC
Explanation:
On the Forecast settings page within Salesforce Manufacturing Cloud, actions such as updating the forecast start period, forecast adjustment period, and forecast formula will trigger the regeneration of all the eligible accounts that meet the forecast generation criteria. These updates necessitate a re-evaluation of forecast data to ensure that the forecasts remain accurate and reflective of the latest business conditions and settings. This regeneration process is integral to maintaining the integrity and relevance of forecast data, facilitating effective planning and decision-making based on the most current information .

QUESTION 3
A salesforce Manufacturing cloud user finds that the current sales agreement data is not displaying in tableau CRM for manufacturing. What two possibilities could cause this to happen?

A. The sales agreement was linked to person accounts
B. Sales agreements are only displayed in the grid
C. The sales agreement was not added to the data flow
D. The sales agreement data flow was not updated

Answer: CD
Explanation:

According to the Salesforce Manufacturing Cloud documentation, to display the current sales agreement data in tableau CRM for manufacturing, you need to add the sales agreement object to the data flow and update the data flow. The data flow is a set of instructions that defines how data is extracted, transformed, and loaded into the app. If you do not add the sales agreement object to the data flow, the app will not have access to the sales agreement data. If you do not update the data flow, the app will not reflect the latest changes in the sales agreement data.

QUESTION 4
Which two options can be used to populate a custom metric so that it shows on forecast grid?

A. Implement a record trigger flow on Account Product Forecast (APF)
B. Implement an apex trigger on Account Product Forecast (APF)
C. Used to recalculate all forecast button on the account forecast settings page
D. Implement an apex trigger on Account Product period Forecast (APPF)
E. Implement an record trigger on Account Product period Forecast (APPF)

Answer: AD
Explanation:
You can use apex triggers to populate a custom metric on the forecast grid. A custom metric is a field that you can add to the Account Product Forecast (APF) or Account Product Period Forecast (APPF) objects to display additional information on the forecast grid. For example, you can create a custom metric to show the profit margin or the cost of goods sold for each product. To populate a custom metric, you need to write an apex trigger on the APF or APPF object that calculates the value of the custom metric based on the data in the record. You can use the standard or custom fields in the APF or APPF object as inputs for the calculation. For example, you can use the Planned Quantity, Planned Revenue, and Product Cost fields to calculate the profit margin. You can also use the fields from the related objects, such as the Account, Product, or Sales Agreement, by using the relationship queries. For example, you can use the Account Name or the Sales Agreement Status fields to filter the records for the calculation. After writing the apex trigger, you need to deploy it to your org and activate it. Then, you can add the custom metric field to the forecast grid layout and see the values populated on the grid.

QUESTION 5
A salesforce Manufacturing cloud admin wants to change the forecast frequency form quarterly to monthly in the account settings. Which two things do they need to be aware of?

A. The administrator grants them to right make changes to the forecast settings in the adjustments.
B. A full regeneration of all the eligible account forecasts will be carried out.
C. A recalculation of the forecast for the accounts added since the least update will be carried out
D. The length of the time that has elapsed since the last change to the forecast setting.
E. All the previously active account forecasts will expire

Answer: BE
Explanation:
Account forecasts are long-term projections of revenue and volume for accounts based on sales agreements, opportunity products, and account manager targets. Account forecasts can be generated and displayed monthly or quarterly, depending on the business needs. The forecast frequency can be changed in the account forecast settings by an administrator. However, changing the forecast frequency has some consequences that the administrator needs to be aware of. First, a full regeneration of all the eligible account forecasts will be carried out, meaning that all the existing account forecasts will be recalculated based on the new frequency. This may take some time and consume system resources. Second, all the previously active account

forecasts will expire, meaning that they will no longer be available for viewing or editing. This is to avoid confusion and inconsistency in the forecast data. Therefore, the administrator should carefully consider the impact of changing the forecast frequency and communicate the change to the account managers and other stakeholders.

QUESTION 6
A new custom field is created on the Account Product Forecast (APF) Table. Account Managers have already been assigned the standard Manufacturing Account Forecast permission set. Which two actions can be taken to give the Account Managers 'Read" access to this new field?

A. Clone the standard permission set Manufacturing Account Forecast to a new permission setwith license type Manufacturing Forecast Psl. Grant Read access to the field on the newpermission set. Assign the cloned permission set to the Account Managers.
B. Create a new custom permission set of license type Salesforce'. Grant Read access to thefield. Assign the newly created permission set to the Account Managers
C. Give 'Read' access to the field on the standard Manufacturing Account Forecast' permissionset.
D. Clone the standard permission set Account Forecast to a new permission set with licensetype 'Salesforce. Grant 'Read' access to the field on the new permission set. Assign the cloned permission set to the Account Managers

Answer: AC
Explanation:
These two actions can be taken to give the Account Managers `Read' access to the new custom field on the APF Table. The first action involves cloning the existing permission set that already grants access to the APF Table and its standard fields, and then modifying the cloned permission set to include the new custom field. The second action involves editing the existing permission set directly to add the new custom field. Both actions require the same license type, which is Manufacturing Forecast Psl, to access the APF Table. The other two actions are not valid because they use a different license type, which is Salesforce, that does not support the APF Table.

QUESTION 7
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 if their sales agreements. Which actual calculation option in the sales agreement setup must be selected?

A. Automatically from orders through contracts
B. Manually Using actual orders API
C. Automatically from direct orders
D. Manually using APL upload

Answer: B
Explanation:
Universal Containers does not want to bring actual orders data into Salesforce, but still wants to use the actual orders data to analyze the effectiveness of their sales agreements, they must select the Manually Using actual orders API option in the sales agreement setup. This option allows them to use an API to upload actual order data from an external system into Salesforce and associate it with the sales agreements. This way, they can compare the planned and actual quantities and revenues of each product or product category in the sales agreement. The other options require either creating orders in Salesforce or linking contracts to orders in Salesforce, which Universal Containers does not want to do.

QUESTION 8
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. 1
B. 50
C. No defined limit
D. 10000
E. 128

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.

QUESTION 9
Which two statements are correct about sales agreement cloning?

A. The product details are copied over from the original sales agreement
B. The new sales agreement is created in draft status
C. The default start date of the new sales agreement is equal to the start date of the original sales agreement
D. The new sales agreement is created in activated status
E. The agreement term details are copied over from the original sales agreement

Answer: AB
Explanation:
Sales agreement cloning is a feature that allows users to create a new sales agreement by copying the details from an existing one. This can save time and effort when creating similar sales agreements for different accounts or time periods. When cloning a sales agreement, the product details, such as product name, quantity, price, and discount, are copied over from the original sales agreement. The new sales agreement is created in draft status, which means it can be edited and submitted for approval. The default start date of the new sales agreement is the current date, not the start date of the original sales agreement. The agreement term details, such as metrics, actuals, and forecasts, are not copied over from the original sales agreement, as they are specific to each sales agreement and time period.

QUESTION 10
Which three actions are available when using the mass update multiple values of a single metric of a sales agreement terms tab?

A. Replace with
B. Decrease by
C. Update with
D. Multiple by
E. Increase by

Answer: ABE
Explanation:
When using the mass update multiple values of a single metric of a sales agreement terms tab, the three actions that are available are: replace with, decrease by, and increase by. These actions allow the user to update the values of a metric across multiple periods and products in a sales agreement. For example, the user can replace the forecasted quantity of a product with a new value, or increase the discount percentage of a product by a certain amount. The other options, update with and multiply by, are not valid actions for mass update.

QUESTION 11
Universal Containers has implemented Rebate Management and wants to define the Benefit information section of a Rebate Type Benefit. Which Sequence of Minimum and Maximum Range values would be valid?

A. 0 to 100
B. 101 to 200
C. 201 to 300
D. 301 to 400

Answer: A
Explanation:
Rebate Management allows businesses to create and manage rebate programs that reward their partners for meeting sales targets. A rebate program consists of a rebate type, which defines the incentive structure, and a rebate agreement, which specifies the eligible partners and products. A rebate type benefit is a component of a rebate type that defines the thresholds of an incentive and how payouts are scaled for varying quantities and amounts. A benefit tier is a subcomponent of a rebate type benefit that specifies a range of sales targets and applicable benefit values. The minimum and maximum range values of a benefit tier must be positive integers and must not overlap with other benefit tiers in the same benefit. Therefore, the sequence of 0 to 100 is valid, while the other sequences are not.

QUESTION 12
What is the main function of out-of-the-box Data Processing Engine jobs in Rebate Management?

A. Delete, add, clone and transform journal transactions.
B. Query, extract, filter and aggregate journal transactions
C. It includes custom metrics in the transaction journal
D. It applies the benefit structure and creates payouts

Answer: B
Explanation:
Data Processing Engine (DPE) is a feature of Rebate Management that allows you to transform data that is available in your Salesforce org and write back the transformation results as new or updated records. You can use DPE to process data for standard and custom objects. Rebate Management has DPE templates that you can clone and customize to suit your business needs. The templates either help you to aggregate transactions by different criteria, or help you to manage other rebate processes. The out-of-the-box DPE jobs in Rebate Management use the templates to query, extract, filter and aggregate journal transactions based on the eligibility criteria and calculation definitions of the rebate types. The aggregated data is then stored in the Rebate Member Product Aggregate object, which is used to calculate the payouts for the program members.

QUESTION 13
Which two statements are correct regarding the visibility of invalid team assignments?

A. Invalid target assignments are shown in the Notifications section of the Assignments tab in the target's record
B. Invalid target assignments are shown in Invalid Team Assignments section of a target only if you are the owner of that target.
C. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record.
D. Invalid target assignments are shown in Invalid Team Assignments related list on the Account Manager Target home page.
E. Invalid target assignments can be seen in the Invalid Target Assignments report.

Answer: CE
Explanation:
Invalid target assignments are team assignments that are no longer valid due to changes in the target or the team member. For example, if a team member leaves the company or is reassigned to another target, their existing assignments become invalid. Invalid target assignments are shown in the Invalid Team Assignments section of the Assignments tab in the target's record. This section displays the invalid assignments for all team members who have access to the target, regardless of the ownership. Invalid target assignments can also be seen in the Invalid Target Assignments report, which is a standard report provided by Manufacturing Cloud. This report shows all the invalid assignments for the current user and their subordinates, along with the reason for the invalidity. The report can be filtered by target name, team member name, or invalidity reason.

QUESTION 14
Which two list views are provided by default to filter account manager targets by the assigned user?

A. Active Targets
B. Pending Targets
C. Assigned by Me
D. Assigned to Me
E. Assigned by Manager

Answer: CD
Explanation:
Account manager targets are records that represent the revenue goals for account managers. They can be filtered by different criteria using list views. By default, Salesforce Manufacturing Cloud provides two list views to filter account manager targets by the assigned user: Assigned by Me and Assigned to Me. Assigned by Me shows the targets that the current user has created and assigned to other users. Assigned to Me shows the targets that the current user owns and is responsible for achieving.

QUESTION 15
Universal Containers has multiple active Sales Agreements for the current quarter of their top tier Customer. Each agreement contains Product A. Via manual API upload, a new order containing Product A comes in for the current quarter. Which Sales Agreement will this new order be linked to?

A. The Sales Agreement that was activated last will be linked to the order.
B. The Sales Agreement that was activated first will be linked to the order.
C. The Sales Agreement can only be ked manually to the order.
D. The Sales Agreement that was selected by custom logic will be linked to the order.

Answer: D
Explanation:
When multiple active sales agreements contain the same product for the same account and time period, you can use custom logic to determine which sales agreement to link the order to. You can use the Sales Agreement Order Linking Apex class to implement your custom logic and override the default behavior of linking the order to the sales agreement that was activated last.

QUESTION 16
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. Automatically from direct orders.
B. Automatically from orders through contracts
C. Manually using Actual Orders API
D. Manually using API upload

Answer: C
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.